

# The NATIONAL UNDERWRITER

*Casualty, Fidelity and Surety Reinsurance*

## GENERAL REINSURANCE CORPORATION

90 JOHN STREET, NEW YORK • 200 BUSH STREET, SAN FRANCISCO

E. H. BOLES, *Pres.* • W. W. GREENE, *Vice-Pres and Secy.* • E. A. EVANS, *Vice-Pres.* • ROBERT B. CROFTON, *Vice-Pres.*

*Condensed Financial Statement, December 31, 1935*

<i>Assets</i>	
Cash in Banks and Offices.....	\$ 489,296.45
Investments:	
Bonds.....	\$5,001,386.40
Preferred Stocks.....	527,300.00
Common Stocks.....	3,562,840.00
North Star Insurance Co. Stock.....	1,147,133.21
Mortgage Loans.....	194,583.33
Real Estate.....	308,000.00
	<u>10,741,242.94</u>
Premiums in course of collection (not over 90 days due).....	640,169.67
Accrued Interest.....	51,115.14
Other Admitted Assets.....	156,793.67
Total Admitted Assets.....	<u>\$12,078,617.87</u>
<i>Liabilities</i>	
Reserve for Claims and Claim Expenses.....	\$ 5,512,635.23
Reserve for Unearned Premiums.....	1,988,289.57
Reserve for Commissions, Taxes and Other Liabilities.....	490,189.32
Capital Stock.....	\$1,000,000.00
Surplus.....	3,087,503.75
Surplus to Policyholders.....	<u>4,087,503.75</u>
Total.....	<u>\$12,078,617.87</u>

Bonds and stocks owned are valued in accordance with requirements of the New York Insurance Department. On the basis of December 31, 1935 market quotations for all bonds and stocks owned, this Company's Total Admitted Assets would be increased to \$12,197,145.23 and Surplus to \$3,206,031.11. • Securities carried at \$830,096.81 in the above statement are deposited as required by law.

*Reinsurance of Fire and Allied Lines*

## NORTH STAR INSURANCE COMPANY

90 JOHN STREET, NEW YORK • 200 BUSH STREET, SAN FRANCISCO

E. H. BOLES, *President*

A. R. W. WANG, *Vice-President and Secretary*

JESSE E. WHITE, *Vice-President*

ROBERT B. CROFTON, *General Agent*

*Condensed Financial Statement, December 31, 1935*

<i>Assets</i>	
Cash in Banks.....	\$ 324,216.55
Investments:	
Bonds.....	\$1,227,988.63
Preferred Stocks.....	66,700.00
Common Stocks.....	2,085,631.00
Mortgage Loans.....	38,500.00
Real Estate.....	8,000.00
	<u>3,426,819.63</u>
Balances due from Ceding Companies (not over 90 days due).....	138,682.86
Accrued Interest.....	12,483.88
Total Admitted Assets.....	<u>\$3,902,202.92</u>
<i>Liabilities</i>	
Reserve for Claims and Claim Expenses.....	\$ 208,464.59
Reserve for Unearned Premiums.....	924,539.96
Reserve for Commissions, Taxes and Other Liabilities.....	36,349.85
Capital Stock.....	\$ 600,000.00
Surplus.....	2,132,848.52
Surplus to Policyholders.....	<u>2,732,848.52</u>
Total.....	<u>\$3,902,202.92</u>

Bonds are valued on amortized basis; stocks at December 31, 1935 market quotations. On the basis of December 31, 1935 market quotations for all bonds and stocks owned, this Company's Total Admitted Assets would be increased to \$3,916,744.29 and Surplus to \$2,147,389.89. • Securities carried at \$31,175.27 in the above statement are deposited for purposes required by law.

THURSDAY, MAY 14, 1936

# An Interesting Historical Document *for Insurance Men*

● Fifty years ago, the world's pioneer in liability insurance, The Employers' Liability Assurance Corporation, Limited, wrote the first liability policy ever written in the United States. The exact date is a bit later in the year. Meanwhile we are having reproduced, as an interesting historical document for insurance men, that first liability policy which naturally differs considerably from those contracts you sell today.

It is our wish that every insurance agent and broker, every employee connected with any casualty insurance office, who feels that he or she would be interested in owning a copy of this facsimile of the first liability policy written in the United States, should receive a copy. We wish to be able to estimate as accurately as possible just how many copies to print.

Will you please cooperate with us?

Please write, on your business stationery, to the following address or if you prefer, telephone to the nearest Branch Office and they will record your request.

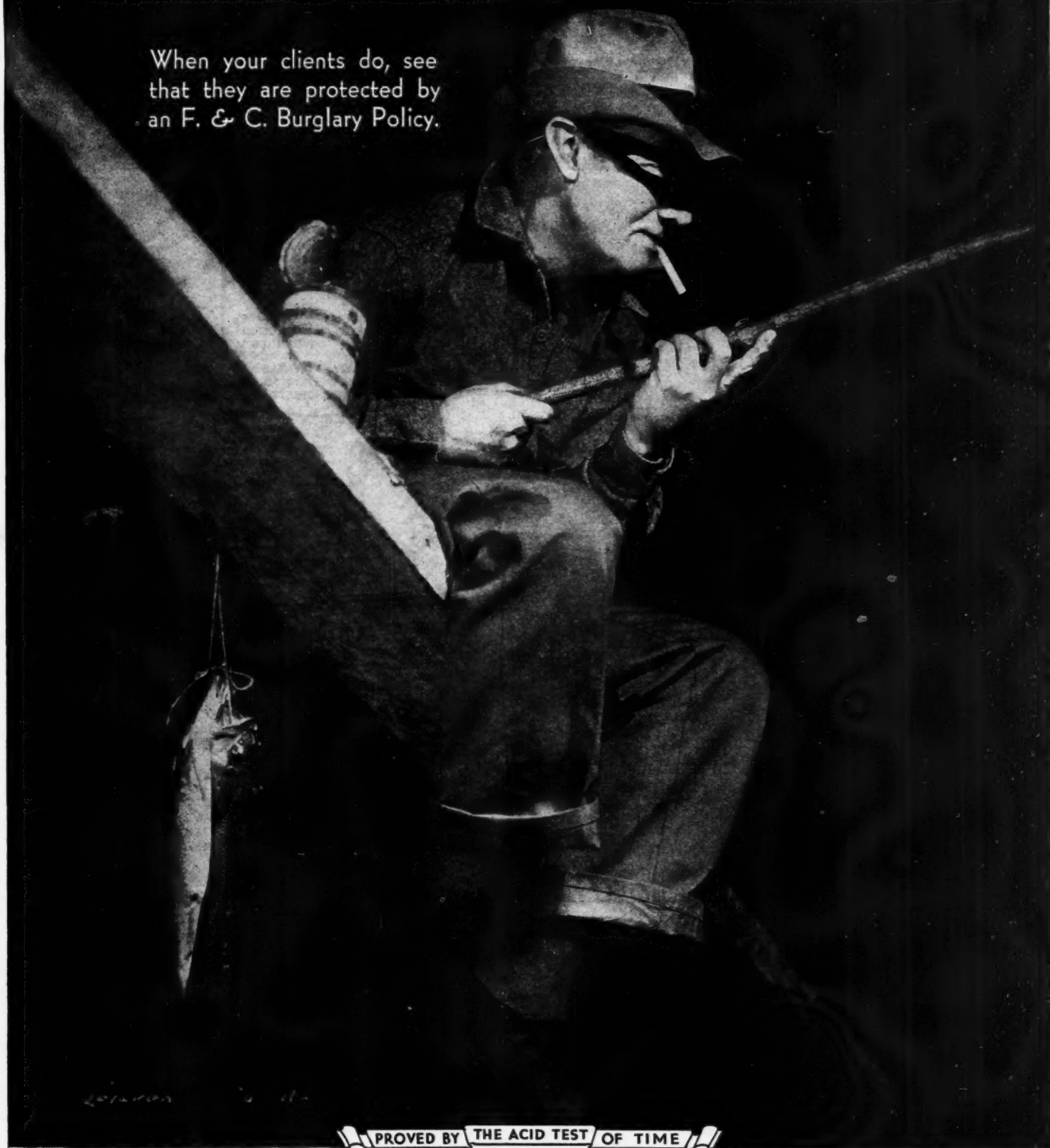
## The Employers' Liability Assurance Corp., Ltd.

*United States Branch, 110 Milk Street, Boston*



# BURGLARS DON'T TAKE VACATIONS

When your clients do, see  
that they are protected by  
an F. & C. Burglary Policy.



PROVED BY THE ACID TEST OF TIME

## America Fore Insurance

THE CONTINENTAL INSURANCE COMPANY  
AMERICAN EAGLE FIRE INSURANCE COMPANY  
FIDELITY-PHENIX FIRE INSURANCE COMPANY  
FIRST AMERICAN FIRE INSURANCE COMPANY

*Eighty Maiden Lane.*



## and Indemnity Group

NIAGARA FIRE INSURANCE COMPANY  
MARYLAND INSURANCE COMPANY OF DELAWARE  
THE FIDELITY AND CASUALTY COMPANY  
ERNEST STURM, Chairman of the Board  
BERNARD M. CULVER, President

*New York, N.Y.*

NEW YORK

CHICAGO

SAN FRANCISCO

ATLANTA

DALLAS

MONTREAL



# PUBLIC ENEMY

## No 3 Windstorm



### COMMON ENEMIES TO GUARD AGAINST

- |                       |                           |
|-----------------------|---------------------------|
| 1 FIRE                | 9 LIGHTNING               |
| 2 MOTOR ACCIDENT      | 10 MARINE DISASTER        |
| 3 WINDSTORM & TORNADO | 11 RAILROAD WRECK         |
| 4 PERSONAL ACCIDENT   | 12 FALLING AIRCRAFT       |
| 5 SICKNESS            | 13 EXPLOSION              |
| 6 DAMAGE CLAIMS       | 14 RIOT or CIVIL COMMOION |
| 7 BURGLARY            | 15 EARTHQUAKE             |
| 8 ROBBERY             | 16 FORGERY                |
|                       | 17 DISHONESTY             |

Gentle winds whose freshness is a tonic to humankind bear small resemblance to the tornado against whose might man stands helpless, his buildings and crops falling in ruin beneath its onslaught.

When Nature turns vixen, lashing the world with the cyclone, the storm DEMONS take command while all living things cower beneath her fury, fortunate if they escape with their lives.

While exposure to storm is greater in some regions and seasons, none are immune and the wise property owner relies on INSURANCE as the only safeguard against loss from the windstorm's havoc.

## LOYALTY GROUP

Firemen's Insurance Company of Newark, New Jersey - ORGANIZED 1855

The Girard Fire & Marine Insurance Co. ORGANIZED 1853  
 The Mechanics Insurance Co. of Philadelphia " 1854  
 Superior Fire Insurance Company " 1871  
 The Metropolitan Casualty Insurance Co. of N.Y. " 1874

### WESTERN DEPARTMENT

844 RUSH STREET, CHICAGO, ILLINOIS

### CANADIAN DEPARTMENT

461 BAY STREET, TORONTO, CANADA

### EASTERN DEPARTMENT

10 Park Place  
 Newark New Jersey

Milwaukee Mechanics' Insurance Company ORGANIZED 1852  
 National-Ben Franklin Fire Insurance Co. " 1866  
 The Concordia Fire Insurance Co. of Milwaukee " 1870  
 Commercial Casualty Insurance Company " 1909

### PACIFIC DEPARTMENT

220 BUSH STREET, SAN FRANCISCO, CAL.

### SOUTH-WESTERN DEPT.

912 COMMERCE STREET, DALLAS, TEXAS



# The National Underwriter

## WEEKLY NEWSPAPER OF INSURANCE

Fortieth Year—No. 20

CHICAGO, CINCINNATI, NEW YORK AND SAN FRANCISCO, THURSDAY, MAY 14, 1936

\$4.00 Per Year, 20 Cents a Copy

### NFPA Charts New Lines of Attack

Places Emphasis on Fire Prevention in Home and Commerce

### MARINE OUTLOOK GOOD

Increase in Fire Losses in Recent Months Noted at Annual Meeting in Atlantic City

By R. B. MITCHELL

ATLANTIC CITY, May 13.—Despite the apparently scant progress made in the last year in carrying fire prevention activities into the home, it is a project which "should receive the wholehearted and unanimous support of our entire membership," President H. L. Miner declared at the 40th annual meeting of the National Fire Protection Association.

"The industrial fire prevention problem has been well cared for," he continued. "The absolutely needless destruction by fire of home property and life continues. Home hazards are increasing—a fertile field for our fire prevention activities. This problem should receive the immediate attention it deserves."

### Lethargy Was Feared

Mr. Miner recalled that at last year's meeting it was stated that in this endeavor the association would probably have to meet and overcome a greater degree of lethargy than in its other activities. As against this indifference he noted the change in industry's attitude from its one-time defensive stand toward new fire regulation ideas to a new, progressive attitude, resulting in the exercise in the factories themselves of a fire prevention consideration of all new processes as rapidly as they evolve.

He pointed out that proper recognition should be given to less hazardous products and devices which are being developed, lest the incentive to cooperate with regulatory bodies be diminished. Mr. Miner praised the work of the motion picture, gas, electrical, oil, chemical and other industries in controlling their fire hazards.

### Commerce Needs Attention

Calling attention to the hazard latent in heavily burdened trucks carrying combustible products, Mr. Miner predicted that the new committee on truck transportation would "justify its creation and make a contribution to public safety of no mean proportion and character." In this connection he suggested that reasonable self-government should be encouraged and usually proves far less annoying than federal, state, or municipal regulations designed to control conditions emphasized by bad experience.

Managing Director F. H. Wentworth said that while industry has almost

(CONTINUED ON PAGE 16)

### Many Obstacles to Meet in Broadening Coverage

Many difficult but not insurmountable obstacles face the general development of more comprehensive forms of insurance coverage, according to Edwin W. Patterson, deputy New York insurance superintendent. In a talk to the American Management Association's insurance conference in Atlantic City, Mr. Patterson outlined the many difficulties which must be overcome if the demand for more comprehensive coverage is sufficient to bring action by company and state officials.

The need for more comprehensive forms was brought about chiefly by the specialization in risks which divides insurance carriers into different groups and confines each type of carrier to a consideration of only its own special type. Many business men and property owners also favor the broader form because they have found the existing coverages have not included some risks which are proper subjects of insurance.

The demand for comprehensive insurance is grounded upon the conviction that the interests of the policyholder would be better served if he had all his insurance in a single contract issued by a single carrier. Despite the advance made during the last half century, broadening the insurance protection, "we must not overlook the fact that beside the pathway of progress is strewn the wreckage of many noble experiments which failed," said Mr. Patterson.

### Favors "Comprehensive" Term

Mr. Patterson favors the use of the term "comprehensive" rather than "all risk," because there is necessity for some limitation to the coverage. Many difficulties make a strictly all risk property policy an impractical contract. Although such provisions as damage due to ordinary wear and tear, physical deterioration caused by the elements, change in the character of the neighborhood, do not appear to be covered in an all risk policy on the basis of marine decisions, a prudent insurer would probably wish to insert such exceptions. Although the scope of coverage of the marine policies can be used in an argument for all risk forms, the courts in England and the United States have been engaged in defining the scope of marine coverage for nearly two centuries. The present policy takes its meaning not alone from the words written in it, but also from judicial precedent. The inclusion of numerous warranties in the all risk or comprehensive policy is probable and there is no reason to believe that American companies should extend the scope of coverage or insert any fewer warranties than are inserted in the present form of coverage against fire and other hazards.

### Subject to Fire Terms

In pointing out the danger to the assured by the application of warranties, Mr. Patterson said the supplemental contracts are ordinarily made subject to the terms and conditions of the standard fire policy. The right of the assured to recover for damage due to lightning,

earthquake or windstorm is subject to the conditions that he is sole and unconditional owner of the property, that no change of interest has occurred, and that no mortgage foreclosure has been commenced. It is apparent that an assured having a slender interest in the property who is about to lose it under mortgage foreclosure may be tempted to set fire to his property in order to collect the insurance but it is hard to conceive of such an assured bringing on himself a windstorm, an earthquake or a stroke of lightning. That point necessitates the need for care in drawing up the comprehensive form to make the conditions applicable only to those risks which are affected thereby.

### Two Remedies Suggested

To remedy the injustice of having an assured's legal rights entirely forfeited by a breach of warranty irrelevant to the actual loss or damage which he sustained, two types of statutory provisions have been proposed to forestall further complications. One is a statute which precludes any defense by the insurer based upon a breach of warranty if the breach did not contribute to the loss. This is not a solution to the question because many fires are of unknown origin and application of such a statute in these cases is highly difficult. Enactment of "contribute to the loss" statutes would involve too abrupt a change in the practices of American insurers and would give rise to difficulties in the administration of the American jury system in the trial of insurance litigation. The other statute requires that in order to defeat recovery the breach of warranty

(CONTINUED ON PAGE 28)

### Analysis Is Being Made Under Motor Carrier Act

WASHINGTON, May 13.—Deluged with a mass of statistics covering claims for both property and personal liability paid by insurance companies and motor truck and bus operators, the Interstate Commerce Commission Tuesday found itself unable to conclude hearings on the proposed insurance regulations to be issued under the motor carrier act.

A number of representatives of various interests presented tables showing claims paid over a period of three years, broken down to show the amount of each individual claim, but it was pointed out repeatedly that the figures would be difficult to digest because they were lacking in many respects.

Appearing for the Inland Marine Underwriters Association, John C. Keegan of the Providence-Washington told the commission that in 1935, 147 members of his organization paid a total of 12,375 claims aggregating \$2,050,329, the smallest claim being for 31 cents and the largest for \$17,000. In 1934, claims paid totaled 12,969 and aggregated \$2,087,217, the smallest being for ten cents and the largest \$20,000.

C. G. Van Derfeen, statistician for the

### Insurance Buyers Have Big Parley

Attendance at Atlantic City Meeting Double That of Year Ago

### PROGRAM IS COORDINATED

Much Discussion on Compulsory Automobile Cover at Management Association's Insurance Conference

By R. B. MITCHELL

ATLANTIC CITY, May 13.—Attendance more than double that of last year's meeting—the largest up to that time—marked the annual conference of the insurance division of the American Management Association here. Executives of some of the country's largest insurance buyers showed up to exchange experiences and suggestions with each other and with insurance company home office and field representatives and to listen to a carefully coordinated program of addresses dealing with legal aspects of insurance, with automobile insurance, compensation insurance and social security insurance.

### Takes Issue with De Celles

Summing up the session on legal aspects, J. R. Blades, insurance adviser, New York City, took issue with the statement of Commissioner De Celles of Massachusetts that with few exceptions the states do not fix rates. Mr. Blades contended that the state departments, by their regulatory powers in other directions, are de facto in a position to fix rate levels. Rating, he said, should be under the joint control of the insurer and the insured, with the state coming into the picture only as a referee when the two parties cannot agree.

Regarding Mr. De Celles' suggestion that companies should be required to pass investment profits along to policyholders, Mr. Blades said this would

(CONTINUED ON PAGE 44)

National Bureau of Casualty & Surety Underwriters, submitted lengthy tables of injury and death claims paid, and similar information was furnished by other underwriters and by motor carrier officials.

The statistical information was requested by the bureau of motor carriers late last month and in submitting it, witnesses pointed out that very little time had been given for its compilation and that, therefore, the figures could not be broken down to show those due to interstate traffic as contrasted with intrastate movement or to develop other factors, such as the effect of endorsements required in states having motor carrier regulation.

The commission will hear final argument on the subject later this week from representatives of the insurance companies, carriers and other interests.

## National Board To Hold Its Annual Gathering on May 28

### OFFICERS TO BE REELECTED

President Koeckert to Report—Sumner Ballard to Be Host at Dinner in Evening

NEW YORK, May 13.—The 70th annual meeting of the National Board will be held here at the Waldorf-Astoria May 28. A large attendance is expected as company executives welcome the opportunity the occasion affords for fraternizing. The interests of stock fire companies as a whole will be reviewed along broad lines by President F. W. Koeckert, and its main features dealt with separately by committee reports.

Present officers probably will be re-elected, carrying on the unwritten rule that the president and vice-president be retained for two successive years. As president Mr. Koeckert, United States manager of the Commercial Union, succeeded W. H. Koop, president of the Great American, in 1935. P. B. Sommers, president of the American of Newark, is vice-president. B. M. Culver, president of the America Fore, will continue as treasurer, and Sumner Ballard, president of the International, as secretary. W. E. Mallalieu, who has kept the wheels of the organization functioning for many years, will continue to do so as general manager, and C. H. Lum, in charge of the Pacific Coast department, will be re-elected as assistant general manager. Several new members of the executive committee will be chosen, to replace those whose terms will then have expired.

In the evening executives of the member companies together with a limited number of others, will attend a dinner as guests of Mr. Ballard, continuing an event made famous for many years prior to 1933.

### Indiana Agents Honored

The annual service medal presentation and banquet of the Continental and American Eagle for Indiana was held at Canyon Inn, McCormick's Creek State Park. There were 41 present. Carl V. Nipp, state agent for Indiana, acted as master of ceremonies, assisted by W. E. Matchett, special agent. The meeting was turned over to E. A. Henne, of Chicago, vice president and manager, who presented gold medals, representing 25 years service, to the following persons: Continental—Wm. Tuthill, Crown Point; James McGovern, Loogootee; Walter Carter, Tipton; H. V. Duddleson, Sedalia, and H. C. McCoun, Medora. The American Eagle medal was presented to Thomas McDonald, of Clinton.

### Wickler Heads Arizona Committee

SAN FRANCISCO, May 13.—Jay C. Wickler, assistant manager Great American and Phoenix, was re-elected chairman of the Arizona advisory committee at the organization meeting. C. V. McCarthy, America Fore, was re-elected vice-chairman.

### Brooklyn Brokers Meeting

Col. F. R. Stoddard, former insurance superintendent of New York, was toastmaster at the annual dinner meeting of the Brooklyn Insurance Brokers Association. The speakers were Insurance Superintendent Pink and District Attorney Geoghan of Kings county.

### Graff on Auto Insurance

E. C. Graff, president of the Casualty Underwriters Association of New Jersey, will speak at the meeting of the Hudson County Underwriters Association May 19 in Bayonne, N. J., on "Automobile Insurance—Past, Present and Future."

## Florida Leader



PAYNE H. MIDYETTE

Payne H. Midyette, Tallahassee, Fla., who has been president of the Florida Local Underwriters for the last two years, retired at the annual meeting last week. He now becomes national councillor and therefore will be prominent in the state organization.

## Stricter State Supervision of Rates Is Asked by De Celles

### EYES INVESTMENT PROFITS

No Bargains in Insurance, Massachusetts Commissioner Tells American Management Association

Stricter state supervision of fire insurance rates was urged by Commissioner De Celles of Massachusetts before the insurance conference of the American Management Association in Atlantic City. Mr. De Celles does not believe the state should step in and actually make the rates. "I have enough trouble as it is in Massachusetts where I am forced to make rates for compulsory automobile insurance," he admitted.

In analyzing the legal aspects of insurance costs, Mr. De Celles emphasized that there are no bargain days or marked downs in the insurance business. "You get what you pay for, and nothing more. You save money on insurance because of under cutting and price, but you lose in security and you lose in protection. Profit-sharing plans which reduce the cost of insurance are usually loss-sharing plans."

The competent licensed agent or broker who is an expert in his line is worthy of his hire and a reasonable and just acquisition cost is readily justified, said

(CONTINUED ON PAGE 41)

## Pacific Board Decides to Join in the Utah Program

### WILL COOPERATE WITH SMITH

Members, at Annual Meeting, Pass Amendment to Correct the Oil Rating Situation

SAN FRANCISCO, May 13.—Stability of fire insurance rates in Utah with some promise of permanency is seen in a resolution adopted by the Pacific Board at its annual meeting at Del Monte. The memorial calls upon members to cooperate with Commissioner Smith of Utah in his efforts to maintain rates on a reasonable basis in that state for all companies. It was adopted following an explanation of Mr. Smith's plan to have all companies file their rates and use those rates which will be approved by a special bureau which is proposed. These rates will be based upon adequacy for the risk covered and it is believed that with the cooperation of the rate making facilities of the Pacific Board the plan will serve to produce a minimum rate for safety. Prior to the meeting Mr. Smith spent several days in San Francisco conferring with company people, explaining his determination to adopt some regulation to prevent rate-cutting.

Another important action was adoption of an amendment designed to correct certain oil rating practices, which will, if it receives the necessary "sign-up" of members, clarify the oil rating situation and place all companies on an equal basis for the writing of the class. Adoption of the amendment followed the report of a special committee which has been studying the oil rating situation for some time under the chairmanship of E. T. Cairns, vice-president Fireman's Fund.

### Rules Were Clarified

Clarification of the rules in regard to the appointment of agencies and operation of brokers in the San Francisco metropolitan area was contained in another amendment which was passed and which provides that a person engaged in insurance in San Francisco but residing or maintaining another office in a suburb or other part of the state outside of San Francisco, cannot be appointed an agent for a board company unless that person or firm is a member of either the Insurance Brokers Exchange or Society of Insurance Brokers. In

(CONTINUED ON PAGE 36)

### May Insure School in Mutual

The Missouri supreme court has handed down a decision to the effect that a school district may insure with a mutual and that the statute prohibiting a school district from lending its credit or grant its moneys, etc., in aid of or to any corporation or to become a stockholder in any corporation, does not prohibit such insurance. The case was Citizens Mutual Fire & Lightning vs. Schoen, et al.

The Oak Ridge school district was insured in the Citizens Mutual and in 1932 there was a loss. Defendants were members of the mutual and were sued for their share of the assessment to cover the school district loss. The defendants contended they were not liable because a school district could not legally insure in a mutual.

While defendants may be indirectly hurt by reason of the expenditures of the moneys of the school district for membership in the Citizens Mutual, such injury, according to the court, results from the loss suffered by the school district rather than mere membership in the Citizens Mutual and is not peculiar to the rights accorded by the constitutional provision to, or those interested in, the credit, moneys, or assets of the school district. The cause was transferred to the St. Louis court of appeals.

## THE WEEK IN INSURANCE

Insurance division of the American Management Association holds its annual meeting at Atlantic City. Page 3

National Fire Protection Association annual meeting was held this week at Atlantic City. Page 3

Many difficulties face the adoption of broader forms of coverage, E. W. Patterson, deputy New York insurance superintendent, tells American Management Association. Page 3

Interstate Commerce Commission has hearing on motor carrier act. Page 3

Program for National Association of Insurance Commissioners meeting in St. Paul announced. Page 5

L. P. McCord elected president of the Florida Local Underwriters Association. Page 5

Greater power for the state in reviewing fire rating urged by Commissioner De Celles of Massachusetts at American Management Association meeting. Page 4

Plan for competing with the term installment form asked by Alabama agents at annual meeting. L. J. Thomas, Dothan, elected president. Page 5

Program is announced for the annual meeting of the New York State Association of Local Agents. Page 8

National Board to hold annual meeting May 28. Officers slated to be re-elected. Page 4

Three-point program for fire waste control outlined by Fire Marshal Sherman C. Coulas of Illinois at N. F. A. meeting. Page 4

Joseph H. Lenahan, former western general agent of the Phoenix of Brooklyn, and United States manager of the Nord Deutsche, died at his home at Joliet, Mont. Page 12

Pacific Board in annual meeting, decides to cooperate with Utah commissioner in project to prevent rate war. Page 4

John F. Ankenbauer, prominent Cincinnati agent, is dead. Page 5

Arrangements are announced for the annual meeting of the Texas Association of Insurance Agents at Fort Worth. Page 11

Don R. Frary has resigned as secretary of the Fire Association group. Page 13

Standing committees of the Western Underwriters Association for the year are announced. Page 14

Companies and agents are busy modernizing the coverage on small banks due to the changes in rules and rates in connection with blanket bond forms 8 revised and 2. Page 32

Full program for annual meeting of Health & Accident Underwriters Conference is announced. Page 34

Retrospective rating plan still under consideration by casualty company executives and agents. Page 33

Risk Research Institute launches a crusade against the growing use of "hold harmless" agreements. Page 33

Automobile liability policy designed to meet public's need and ability to pay, says E. W. Sawyer before American Management Association meeting. Page 34

George D. Webb of Chicago of Conkling, Price & Webb, one of the leading casualty and surety agents of the country, died this week. Page 33

Mayor La Guardia of New York announces that he proposes to seek a big reduction in automobile liability and property damage rates in the city. Page 40

Stricter qualifications and better service needed to preserve local agency system, states C. G. Hallowell, secretary Aetna Casualty, before Alabama agents at Birmingham. Page 32

London Lloyds direct representatives in Illinois are listed; grow from nine to 52 in short period. Page 34

Optimistic presentation of the value of retrospective rating given by J. W. Randall, vice-president of the Travelers, before American Management Association. Page 31

Robert N. Rose elected president of Excess of New York in staff changes; Koppang secretary-treasurer. Page 40

Disbursement is to be paid to Union Indemnity of New Orleans creditors. Page 40

Compulsory automobile liability insurance considered from different angles at American Management Association's conference. Page 31

Occupational disease and medical costs are main compensation problems now that rate level is fairly stabilized, said W. W. Greene. Page 32



## Commissioners to View Vital Topics

Social Security, Investments and Taxes Up at Annual Conference

### PLAN ST. PAUL MEETING

Committee Meetings to Be Held June 8 on Eve of Regular Association Sessions

Addresses on social security legislation, insurance company investments, uniform state taxes, and tax laws and occupational dust diseases will be features of the annual meeting of the National Association of Insurance Commissioners to be held at St. Paul, Minn., June 9-12, Secretary Jess G. Read, commissioner of Oklahoma, announces. The commissioners will arrive in St. Paul by Monday, June 8, for committee meetings, among which are the executive committee and the committee on valuations of securities.

At the opening session June 9 addresses of welcome will be given by Governor Floyd B. Olson of Minnesota, the mayor of St. Paul and Commissioner Frank Yetka of Minnesota. Response will be made by Vice-president Ernest Palmer, Illinois. At this session the president's annual report will be given by William A. Sullivan, Washington, which will be followed by the annual report of Secretary-Treasurer Read and reports of various committees. Hartley D. McNairn, Ontario, will review the progress of uniformity in insurance supervision and procedure in Canada.

#### Yetka and Williams Talk

At the afternoon session Commissioners Yetka and Williams, Mississippi, will speak on social security legislation from the standpoint of insurance commissioners and the insurance business. Insurance coverage of occupational dust diseases under workmen's compensation laws will be discussed by Commissioners Hunt, Pennsylvania, and Carpenter, California.

No business sessions are scheduled for June 10, the day being reserved for entertainment and sightseeing at request of the committee in charge of local arrangements at St. Paul.

#### To View Tax Measures

On Thursday, June 11, Commissioners DeCelles, Massachusetts, and Smith, Utah, will speak on uniform state taxes and tax laws. Commissioner Smith is chairman of the association's committee on taxation and Commissioner DeCelles is a committee member. Commissioner Blackall, Connecticut, will discuss insurance company investments in stocks and bonds. Superintendent Bowen, Ohio, and Raymond T. Cragin, real estate expert of the Ohio department, will talk on urban mortgages and real estate as insurance company investments. Deputy Commissioner Speidel, Iowa, will discuss farm mortgages.

A final session which will probably be executive is scheduled for June 12 when additional reports of committees will be heard, officers and members of the executive committee for the coming year elected, and resolutions before the convention considered for adoption.

#### ENTERTAINMENT PLANS

ST. PAUL, May 13.—Given favorable weather, the National Association of Insurance Commissioners is due for a week

(CONTINUED ON PAGE 41)

## McCord Elected President of Florida Agents at Ship Meet

COMPENSATION IS DISTURBING

Poor Experience Under New State Law Cited by President Midyette in Report

### NEW OFFICERS ELECTED

President—L. P. McCord, Jacksonville.  
Vice-presidents—L. L. Sertel, Miami; and Hunter Brown, Pensacola.  
National Councillor—Payne Midyette, Tallahassee.

Directors — Vincent Armstrong, Jacksonville; Lawton Swann, St. Petersburg; Norton Davis, Ocala; J. J. Chicoux, Winter Haven; L. H. Thompson, Daytona Beach; Cecil Cornelius, West Palm Beach; Harry J. Wood, Ft. Meyers; O. M. Stallings, Tampa.

At its meeting on board the good ship Cuba en route from Tampa to Havana the Florida Local Underwriters Association elected L. P. McCord, Jacksonville, president, to succeed Payne Midyette, Tallahassee. The business meeting was held the first day out.

In the adoption of a new set of by-laws the name of the organization was changed from Florida Local Underwriters Association to Florida Insurance Agents' Association. It is also made an inflexible rule that to have membership in the state and national associations an agent must be a member of the local board of the place where he does business. In cases where boards are organized where none now exist, the rule requires joining such board to enjoy these relations. This regulation was made more definite than under the old schedules so that there might be no room for misunderstanding.

The results under the new compensation law were considered by Mr. Midyette in his annual report.

In its ten months of operation compensation losses have been approximately \$800,000. The agents' problem is to find some way to reduce the record or lose the business. Vincent Armstrong, Jacksonville, and his committee were commended by the president for good work in studying the situation. Commissioner Knott, who is a member of the administration board, is doing everything possible to introduce safety methods to reduce losses.

#### View Commissions

In the talk of the compensation results outside of the meetings, it was brought out that while the agents are ready and willing to meet conditions of improvement, they must be assured that if reduced commissions are involved they carry no more of the burden than anybody else.

The fine showing of stock company business in Florida last year, compared with other forms of insurance, pleased Mr. Midyette. He looks upon it as a tribute to the good work of the agents' organization and the watchfulness of its officers.

#### Report 397 Members

Secretary A. C. Eifler, in his second year as a full-time paid official, reported 397 members in good standing, and over \$3,000 in the bank, with all obligations paid.

In his general remarks President Midyette paid the secretary a high tribute for his work, and congratulated the members on so good a situation. For the fine support of the directors Mr. Midyette had enthusiastic praise.

In Havana a dance and banquet was held.

#### FLORIDA SIDELIGHTS

Hilton Holmes, Jacksonville manager of the Southeastern Underwriters Association, with Mrs. Holmes, was in the

(CONTINUED ON PAGE 36)

## Death of a Prominent Cincinnati Local Man



JOHN F. ANKENBAUER

John F. Ankenbauer, president of the Eureka-Security Agency and an associate of the T. E. Wood Agency, Cincinnati, died at his home in Cincinnati Monday after suffering from a heart ailment 10 weeks. He was 70. Mr. Ankenbauer was well known in Ohio, having served as president of the Ohio Association of Insurance Agents for two terms. He was chairman of its legislative committee and a member of its executive committee many years. He was the first full time secretary of the Cincinnati Fire Underwriters Association, holding this position from 1909 to 1920. In the latter year Mr. Ankenbauer went with Albert W. Shell & Co. as a partner, becoming secretary of the agency when it incorporated. Mr. Ankenbauer assumed his present connection in 1934. He was one of the leading factors in the reorganization of the Ohio Agents Association a few years ago.

#### Was Well Informed Agent

Mr. Ankenbauer's advice on insurance matters was widely sought. If he did not know the answer himself, he knew where it was to be obtained and spared no effort to get it, freely giving his time and attention until the problem was solved. He entered the insurance business from that of a commission merchant through his brother-in-law, the late J. J. Conway, well known superintendent of the Underwriters Salvage Corps of Cincinnati. He was a graduate of St. Joseph's college. He had a reputation for his knowledge of handwriting and accounting. He was secretary of the City Hall bank and later director of the Pearl Market bank, when the banks merged. Mr. Ankenbauer was active in Cincinnati Catholic activities.

He is survived by his widow and a daughter Miss Irma Ankenbauer, who is associated with the Wood agency.

Mr. Ankenbauer gained distinction by his analysis of reciprocals and wrote pamphlets pointing out what he considered their chief weaknesses.

### Joseph Barrett Dies at 80

Joseph Barrett, who retired in 1926 as superintendent of the southern department of the New York Underwriters, died in Burlingame, Cal., at the age of 80. He started with the New York Underwriters Agency in 1882.

### Rockford Outing June 11

The annual field day of the Rockford (Ill.) Board of Fire, Casualty & Surety Underwriters is to be conducted June 11 at the Rockford Country Club. W. H. Jennings is chairman of the invitation committee.

## Term Installment Plan Is Demanded

Alabama Agents at Annual Meet Ask S.E.U.A. for Competitive Form

### NAME THOMAS PRESIDENT

Boswell in Annual Message Urges Action on Finance Business—Several Prominent Speakers

### NEW OFFICERS ELECTED

President—L. J. Thomas, Dothan.  
Vice-president—Joseph F. Bullock, Mobile.  
Secretary-Treasurer—Ed. H. Moore, Birmingham.  
Chairman of Executive Committee—Sylvain Baum, Montgomery.  
National Councillor—Charles L. Gandy, Birmingham.

After hearing several able speakers, the Alabama Association of Insurance Agents at its 40th annual convention in Birmingham got down to business and threshed out a number of problems of vital interest to its members. The attendance was the best in five years.

Touching the sorest spot with the agents right now, the association called on the Southeastern Underwriters Association and the Southern Agents Conference to adopt some plan which will enable its members to compete with the five year term installment plan offered by non-board companies. It was the consensus of opinion that stock agents should be given the opportunity of offering a similar five-year installment plan or else a single premium five-year policy on the old basis of three premiums paid in advance and a three year policy on the basis of a two-year premium payment. It was pointed out that the latter arrangement would not upset the present schedule of rates.

#### Endorse Supplemental Form

The association endorsed the supplemental contract recently put into effect by the SEUA, but recommended that the \$2 minimum premium requirement be abolished as an unjust discrimination against the small property owner. Although the need of a few other minor refinements was stressed, agents are actively merchandising this new contract and increasing their volume as a result.

How to recapture some of the automobile insurance lost to the finance companies was discussed at length with no real solution offered but the National association was urged to continue its efforts along that line. President C. S. Boswell in his annual message urged agents not to represent companies guilty of overhead writing of this type of business with special concessions to the finance companies.

#### Commends New Clause

The association thanked the SEUA for its "courteous action" in withdrawing for the present the plan to substitute the 75 percent co-insurance clause for the three-fourth value clause on mercantile risks in second and third class towns in southern territory. Considerable opposition arose among agents to this plan.

Superintendent Frank N. Julian and President Boswell both recommended the passage of a law to transfer supervision of the state insurance fund from the state board of administration to the bureau of insurance. They both favored a bill allowing the insurance bureau to set aside for operating expenses up to 25

(CONTINUED ON LAST PAGE)



## "What Insurance Is Needed Here?"

asks the Alliance national advertising for May . . . and illustrates a family surveying the smoke ruins of their home. Pointing out the need for dependable Rental Value protection in addition to Fire, the advertising tells readers to "Ask the Alliance Agent."



### THE ALLIANCE INSURANCE COMPANY OF PHILADELPHIA

Head Office: 1600 Arch St., Philadelphia  
Chicago Office: 209 West Jackson Boulevard  
San Francisco Office: 231 Sansome Street

### Commissions Not Division of Spoils, Magrath Observes

#### MUST GIVE VALUABLE SERVICE

N. Y. Department Executive Criticizes  
Agents for Sponsoring Resident  
Agent Law, in L. I. Address

J. J. Magrath, head of the rating bureau of the New York department, in addressing the meeting of the Nausau County Association of Local Agents at Hempstead, L. I., devoted considerable



J. J. MAGRATH

attention to the matter of commissions. The state, he observed, cannot supervise premium rates as to reasonableness and not be concerned about commission rates, and expense ratios. The state, he said, will never have to interfere in commissions so long as a reasonable course of conduct is followed in compensating those engaged in production, supervision, and service.

In view of the fact that the New York legislature has just passed a resident agent law, Mr. Magrath's comment on that subject is interesting. "New York," he said, "has a hardy breed of agents that have thrived without a law making the public deal with them. The agency business comes to a sorry pass when it champions compulsory payment of commission to resident agent laws."

#### General Agency Evil

"The greatest problem of the business," he declared, "is the over abundance of unworthy general agency appointments. Too many of these are simply volume producers or business collectors, that either do not or cannot competently supervise production in general agency style."

"Any agent who receives more than basic commissions and who is conscious of the fact that he is not performing additional valuable functions in return would do well to develop a service that fully justifies the rate of commissions he receives."

"Where overriding commissions are paid," according to Mr. Magrath, "but the companies do not receive services of a value equivalent thereto, the structure is unsound. Volume alone is no justification for an overriding. Nothing injures the agency system more than the traffic in business at excess commissions."

"Contingent commissions," Mr. Magrath declared, "have a place in the business as managerial recompense but when they are sought merely as a division of supposed spoils or on the basis of a universally profitable business, they lose their charm and become excess commissions. The state would be apt to say 'Don't increase commissions, reduce rates,'" he declared.

### H. E. Feer in Home Office Position with Winterthur

H. E. Feer, vice-president of the American Equitable in charge of its reinsurance department, is to return to his native Switzerland, probably in July, to become connected with the head office of the Accident & Casualty of Winterthur, the Swiss company that recently entered this country with Neal Bassett as United States manager. Mr. Feer will have the title of vice-director of the Winterthur. His duties will be largely in connection with the reinsurance business of the Winterthur.

Mr. Feer was born in Zurich and was educated at Faculty of Law, University of Zurich. He started in business in 1913 with the Federal of Zurich and in 1919 joined Wallace Reid & Co., in New York. Three years later he became president of the Holborn Corporation of New York, the reinsurance brokers. In 1926 he was elected secretary and director of the Guardian Fire, which was exclusively a reinsurance company, being a member of the Corroon & Reynolds group. When the company was merged with other units in the Corroon & Reynolds fleet, he became a vice-president and director of the American Equitable.

Mr. Feer has been a student of reinsurance and has written upon the subject rather extensively.

Mr. Feer's work with the American Equitable will be taken over by A. N. Butler, who has been a vice-president of the Corroon & Reynolds companies for the past three years, ever since leaving the New York department.

#### Agents Not Employees

INDIANAPOLIS, May 13 — Agents, salesmen and solicitors working on a strictly commission basis are not subject to the state unemployment compensation law, the state board has ruled in response to a question raised by company representatives.

"If the employment is solely on a commission basis and the salesman or solicitor is master of his own time and efforts and his compensation depends wholly on the amount of effort he chooses to expend in his occupation, he is not an employee of the principal employer, but an independent contractor," the ruling said.

### Three-Point Program for Fire Waste Control Given

ATLANTIC CITY, May 13. — Addressing the annual convention of the National Fire Protection Association here on fire waste control in Illinois, State Fire Marshal Sherman V. Coultas outlined a three-point program embracing the following:

Development of adequate local control through proper fire prevention regulations and systematic inspections.

Training of local investigating groups or arson squads, working under direction of fire chiefs, to handle preliminary phases of arson investigations pending the arrival of the state deputies.

Expansion of an educational program, with stress on junior fire marshal organization in schools along the lines of the plan now being carried out in Chicago high schools and similar work among other groups of boys and girls.

"There is no question that a complete fire control program in the state requires effective local control programs by various municipalities, with the state department as a cooperating agency," said Mr. Coultas. "The soundness of this has been demonstrated in Illinois cities and other states which have developed such programs. The Illinois Fire College, which conducts a four-day school at the University of Illinois each June and will give its 12th course this year, has accomplished wonderful results along this line."

# Great American Insurance Company New York

INCORPORATED - 1872

W. H. KOOP, President



## OLD FASHIONS AND NEW

*We can properly be proud of being old fashioned*

In the soundness of the company's underwriting policy;  
In its friendly consideration for agents and their needs;  
In its adherence to every rule of correct practice;  
In its unquestioned financial standing.

*Yet feel an even greater measure of pride in that*

The company's well proven policies have always been  
so easily adapted to the requirements of the day.

*Today's business needs are not those of a few years ago*

NEW IDEAS must develop; new methods are needed,  
but the basic principle of fair dealing with agents and  
policyholders can never change.

### WESTERN DEPARTMENT

310 South Michigan Avenue :-: CHICAGO, ILL.

C. R. STREET, Vice President G. D. GREGORY, Secretary



## Program of New York Agents

Plans for the annual meeting of the New York State Association of Local Agents to be held at the Onondaga Hotel, Syracuse, May 18-19, have been announced. F. L. Greeno of Rochester is president of the organization and will preside. J. W. Rose of Buffalo is secretary-treasurer and T. L. Rogers of Little Falls, N. Y., former president, is chairman of the executive committee. The program is as follows:

**Sunday Evening, May 17**  
Meeting of executive committee.

**Monday Morning, May 18**

Joint meeting of the board of directors and officers of local boards and clubs.

Meeting of directors State Association Service.

**Monday Afternoon**

First convention session.

Welcome, R. B. Marvin, mayor of Syracuse.

Response, John J. Roe, Jr., Patchogue, second vice-president.

"The Association's Business," J. W. Rose, Buffalo, secretary-treasurer.

"Legislation, Lawmakers and Laws," Theodore L. Rogers, Little Falls, chairman law and legislation committee.

Comments, Leonard L. Saunders, Albany, executive secretary Insurance Federation of New York.

"Chickens Come Home to Roost," Fred J. Marshall, East Aurora, chairman farm underwriting committee.

"Keeping the Public Insurance Minded," Warren E. Day, Syracuse, chairman publicity and education committee.

"A Modern Approach," Harry P. Smith, Hartford, Conn., manager Factory Insurance Association.

"Straddling the Fence," Thomas A. Sharp, Rochester, chairman special committee on mixed stock and mutual agencies.

"A Joint Enterprise," F. S. Dauwalter, New York City, director Company-Agency Stock Fire Insurance Office.

"Creating Goodwill for Stock Insurance," George Dietrich, Rochester, chairman public relations committee.

It is anticipated that these addresses and discussions will cover such points as:

1. Have we outgrown timeworn methods of meeting non-stock competition?

2. What new approach can be made to the problem?

3. Should the undermining of stock company agency plants by non-stock carriers be allowed to continue in New York State?

4. How can it be stopped?

"The Forgotten Duty," Joseph H. Miller, Utica, chairman fire prevention committee.

"A Stitch in Time," W. H. A. Munns, Syracuse, chairman fire insurance conference committee.

"Where Do We Go from Here?" Albert Dodge, Buffalo, chairman casualty conference committee.

These addresses and discussions should encourage consideration of the following points:

1. Are company-agency conferences of value to the insurance business as a whole?

2. Do such conferences accomplish all that they should, and how can they be made more effective?

3. Would a joint session of company executives and agents be desirable at agency conventions? At meetings of company organizations?

Monday evening, opening dinner and reception to new members, music and entertainment.

### Tuesday Morning

Second convention session.  
"Our National Meetings," Albert Dodge, Buffalo, national councillor.

President's Address, Follett L. Greeno, Rochester, president.

American Management Association Conference, Dr. Ralph H. Blanchard, Columbia University School of Business.

"We, the People," Kenneth H. Bair, Greensburg, Pa., president National Association of Insurance Agents.

"What Price Carelessness?" Charles H. Tuke, Rochester, chairman street and highway safety committee.

"Can We Find a Remedy?" Thomas A. Sharp, Rochester, chairman special committee to oppose compulsory insurance.

"Looking at the Record," A. J. Montgomery, director of public relations American Automobile Association.

These addresses and reports should stimulate discussion of the following questions:

1. What is the present status and practical results of financial responsibility laws?

2. Can financial responsibility laws be designed and enforced to a degree that will solve the problem of highway safety?

3. What amendments to the present financial responsibility laws, or what other proposals can be suggested with a view of minimizing sentiment for compulsory insurance?

4. Results of the Massachusetts experiment with a compulsory automobile liability insurance law?

5. Other suggestions for controlling accidents and promoting highway safety.

Tuesday noon, complimentary luncheon tendered by the Excelsior Fire to registered members and guests, Robert C. Hosmer, president, presiding.

### Tuesday Afternoon

Third convention session.  
Sales conference and discussions.

"A Friend of the Family," "Larry" Daw, manager Syracuse Division New York Fire Insurance Rating Organization.

Sales Skit, sponsored by Springfield Fire & Marine.

"Selling Net Earnings Insurance," L. E. Keitzman, assistant secretary American of Newark.

"1936 Models for Increasing Premium Volume," Roy A. Duffus, lecturer on insurance, Rochester chapter American Institute of Banking.

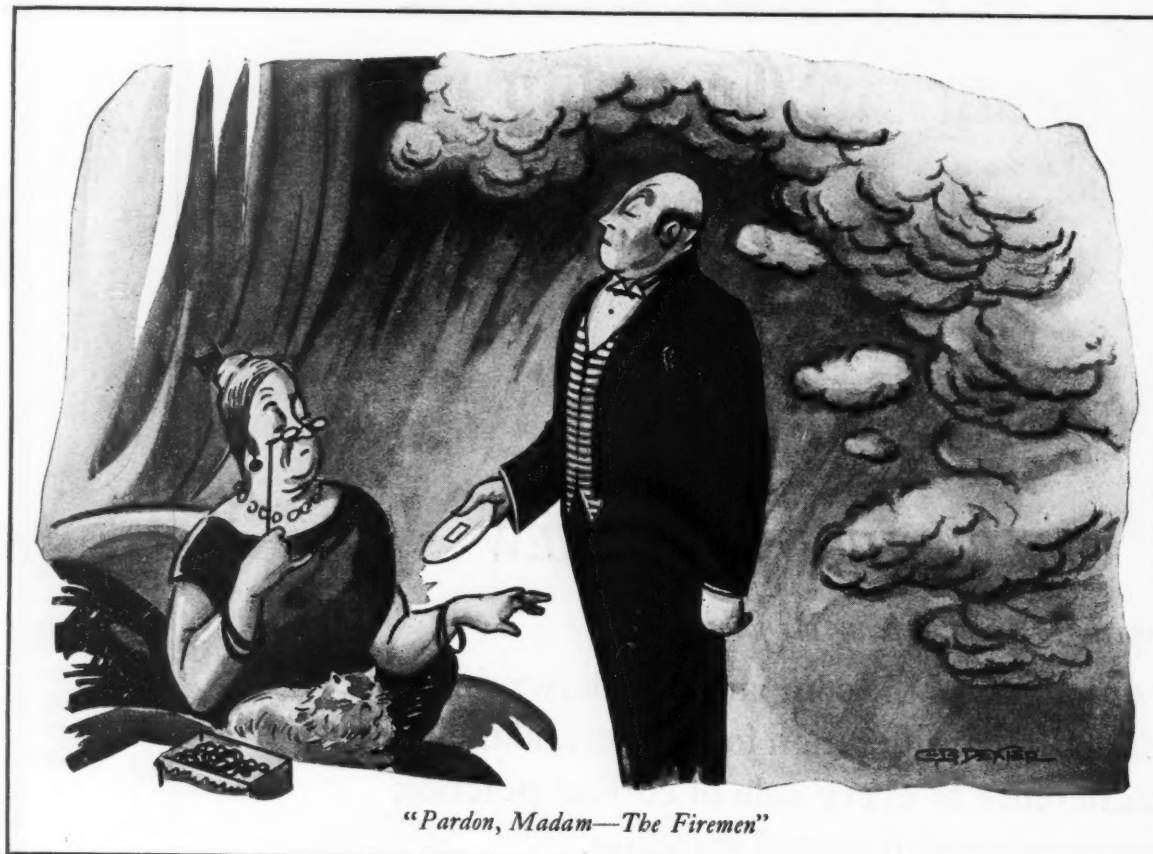
Subjects for general discussion:  
Appraisals—company or independent.

Broad coverage and the supplemental contract.

Cancellation rule.  
Diversion of premiums from agency channels.

Insurance taxes and how used.

(CONTINUED ON PAGE 13)



AS FAR as we're concerned there's mighty little formality in our dealings with agents.

You have a job to do in selling and servicing your customers. It's our job to give you quick service and wholehearted cooperation all along the line. Neither you nor we have time for a lot of red tape and annoying details.

When you come to do business with us, we believe you'll find us just "Friendly Folks." We try to be. And we shall welcome an opportunity to demonstrate.

\* \* \*

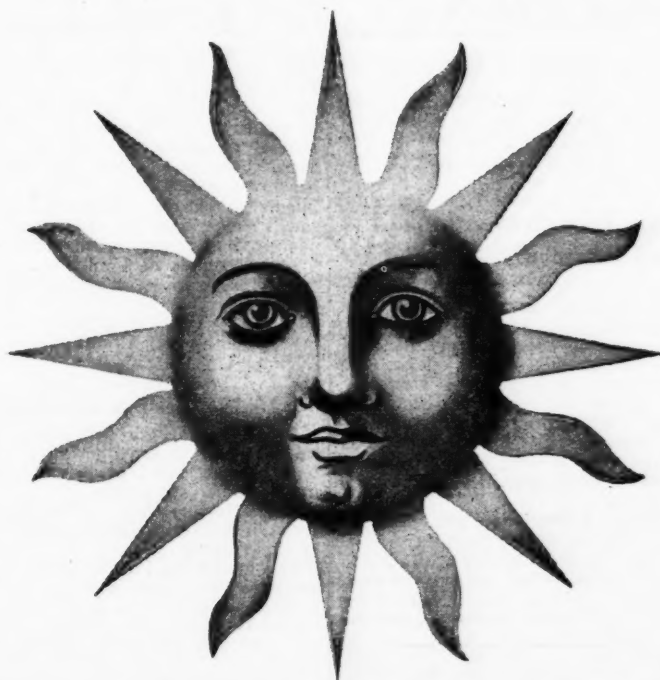
May we send a fieldman to call on you?

**Agricultural**  
Insurance Company,  
of Watertown, N.Y.

Every type of property insurance for industry and the home.

**Empire State**  
Insurance Company,  
of Watertown, N.Y.





*THIS SIGN HAS STOOD FOR STRENGTH, SOLIDITY AND SQUARE DEALING SINCE 1710*

## **SUN INSURANCE OFFICE, LTD.**

OF LONDON

FOUNDED 1710

Sun Underwriters Insurance Company of New York  
 Patriotic Insurance Company of America  
 Sun Indemnity Company of New York

## **FIRE CASUALTY MARINE AND ALLIED LINES**

### **HEAD OFFICE:**

55 Fifth Ave., New York  
 O. Tregaskis, U. S. Manager

### **WESTERN DEPARTMENT**

309 W. Jackson Blvd., Chicago  
 Chas. W. Ohlsen, Manager

### **PACIFIC COAST DEPARTMENT**

San Francisco, California  
 Swett & Crawford, General Agents

### **MARINE DEPARTMENT**

111 John St., New York  
 Wm. H. McGee & Co., Inc., General Agents

### **SUN INDEMNITY COMPANY**

55 Fifth Ave., New York  
 F. I. P. Callos, President

## NEWS OF FIELD MEN

### Education Drive Gets Results

**Campaign Conducted by Missouri Fire Underwriters Association Eminent Success**

KANSAS CITY, May 13.—The educational campaign conducted by the Missouri Fire Underwriters Association in conjunction with W. U. A. bulletins is proving surprisingly successful. Agents have responded with enthusiasm, and the meetings which field men have been conducting have all been well attended. Furthermore, agents already are reporting results—they actually have gone out and written new business, using the points brought out by field men at the meetings.

#### Many Cities Covered

The cities already covered include Springfield, Willow Springs, Cabool, Marshall, Slater, Carthage, Neosho, Nonett, Cameron, Carrollton, Chillicothe, Excelsior Springs, Boonville, Louisiana, Paris and Sedalia, with meet-

ings scheduled for St. Joseph May 14 and Joplin May 20.

The association will hold its annual meeting at Pla-Port on the Lake of the Ozarks June 4. The Missouri Fire Prevention Association will meet at the same place June 5.

### Kansas Fire Preventionists Had Especially Active Year

An unusually active year for the Kansas Fire Prevention Association was reported by Secretary W. R. Kirk at the annual meeting in Wichita last week. Six town inspections were held, 20,000 school children in 24 schools addressed, 1,400 adults reached in 10 meetings. Arrangements for state-wide 4-H Club cooperation were completed. Fire Prevention Week activities were especially strong.

A vote of appreciation was given retiring President Shelby Holmes, American and Secretary W. R. Kirk, North British, for their efforts during the year. Special recognition was given Rosse

Case, veteran local agent at Marion, Kan., for his fire prevention work not only in his town, but throughout the schools of his county.

It was voted to conduct a special campaign this year against the use of kerosene to start fires in rural schools. Special emphasis is to be made on sponsoring fire prevention work in all of the larger towns this year, two committees being formed, one to supervise those towns eligible for the interchamber fire waste contest and the other to handle the larger and more important towns not eligible to participate in the contest, due to non-membership in the U. S. Chamber of Commerce.

The association is completing plans for an inspection of El Dorado June 16. Carl Bailey of Crum & Forster and Sam Quinn, El Dorado agent, are working out the details.

### Field Meetings Scheduled

A number of the field clubs in the states in the western jurisdiction have fixed the time and place for their annual summer gatherings.

The Missouri Fire Underwriters Association will meet June 4-5 at the Lake of the Ozarks.

The Oklahoma Fire Underwriters Association will meet at the Oklahoma Golf & Country Club, June 9-10.

The Wisconsin Fire Underwriters Association will gather at Elkhart Lakes, north of Milwaukee, June 25-26.

The Illinois Fire Underwriters will hold forth at Lake Wawasee, Ind., June 17-20.

The Tennessee field men will have their meeting at Signal Mountain, June 17-18.

The Ohio Fire Underwriters Association will meet at Uniontown, Pa., June 25-26.

The Indiana Fire Underwriters Association will meet at Lake Wawasee, June 30-July 2.

The Michigan Fire Underwriters Association will return to Gratiot Inn, Port Huron, June 17-18.

The Kentucky field men will meet at French Lick, Ind., June 2-3.

### L. E. Knauber in Field Post

Lawrence E. Knauber has been appointed special agent for southern Illinois and southeastern Missouri by the American of Newark. He will assist Earl W. Williams, whose office is in the Pierce building, St. Louis. Mr. Knauber is a graduate of the western department office of the American at Rockford, Ill. He is a young man who has advanced rapidly. Just recently he has been an examiner.

### Plan Sessions at Paducah

The Kentucky Fire Prevention Association will inspect Paducah May 20, with a dinner at which local agents will be guests. A luncheon has been arranged by civic clubs.

The educational committee of the Kentucky Fire Underwriters Association has also arranged a zone meeting in Paducah May 21. All agents of stock companies in the district have been asked to attend.

### Kentucky Field Meet Set

The Kentucky Fire Underwriters Association will hold its semi-annual meeting at French Lick Springs, Ind., June 2-3. At the same time the Kentucky Fire Prevention Association and the Kentucky Blue Goose will hold their annual meetings.

C. F. Thomas, manager of the Western Underwriters Association, Chicago, will be one of the speakers.

### Plans for Town Inspections

In connection with the inspection of Ann Arbor, Wednesday of next week, by the Michigan Fire Prevention Association, R. E. Vernon, Western Actuarial Bureau at Chicago, will be the chief speaker at a luncheon sponsored by the chamber of commerce. The fol-

lowing day he will address a joint meeting of the Rotary and Lions clubs of Huntington, Ind., in connection with the inspection of that city by the Indiana Fire Prevention Association.

There will be a two-day educational and inspection campaign in Sterling, Colo., Thursday and Friday of next week by the fire prevention committee of the Rocky Mountain Field Club. A public meeting will be held Friday at which J. Burr Taylor, Western Actuarial Bureau, will be the main speaker.

The Minnesota State Fire Prevention Association will inspect Bemidji Thursday of next week.

### Seibels, Bruce Appointments

Seibels, Bruce & Co., general agents of Columbia, S. C., have appointed Frank M. Lynch and Frank H. Smith as special agents for Alabama with headquarters in the Massey Building, Birmingham. They succeed T. P. Hancock of Birmingham, who died two months ago.

Mr. Lynch will handle the business of the Royal Exchange, Franklin National and Exchange Underwriters and Mr. Smith the Glens Falls and Colonial Fire. Mr. Lynch has for 10 years been connected with McConnell, White & Terry, Birmingham local agency, and prior to that three years with the Alabama Inspection & Rating Bureau. Mr. Smith was for eight years with the Home of New York, then two years secretary of the Alabama and the Birmingham Associations of Insurance Agents and more recently special agent for B. F. Adams, Jr., general agent of Mobile.

### Carbone to Kansas City

The Corroon & Reynolds group has transferred D. V. Carbone from Ohio to Kansas City, where he is traveling in Missouri, Oklahoma and Arkansas under Resident General Agent Don Chilcote, who has been spending most of his time lately in the Oklahoma City oil fields.

### Kansas Blue Goose Lunch

W. G. Studebaker was chairman of the Blue Goose luncheon at Topeka this week. Thirty-eight members attended. R. M. Covington, of the Hartford Fire, who has been secretary of the Kansas Fire Underwriters Association the past few years, was presented a check from the members for a bank account for his new daughter, Susan Beth. Curtman Maupin of the Home made the presentation.

### Golf Dates in Illinois

The Peoria puddle of the Illinois Blue Goose is to have a golf match and stag dinner May 22 at the Mt. Hawley Country Club. On May 21 the Chicago members of the Blue Goose are to have a similar event at the Mohawk Country Club near Bensenville and on May 25 the Dan T. Smith puddle of Springfield will hold forth in Decatur. The golf winners in these three tournaments and in the tournament of the Rockford puddle will engage in a play-off in June.

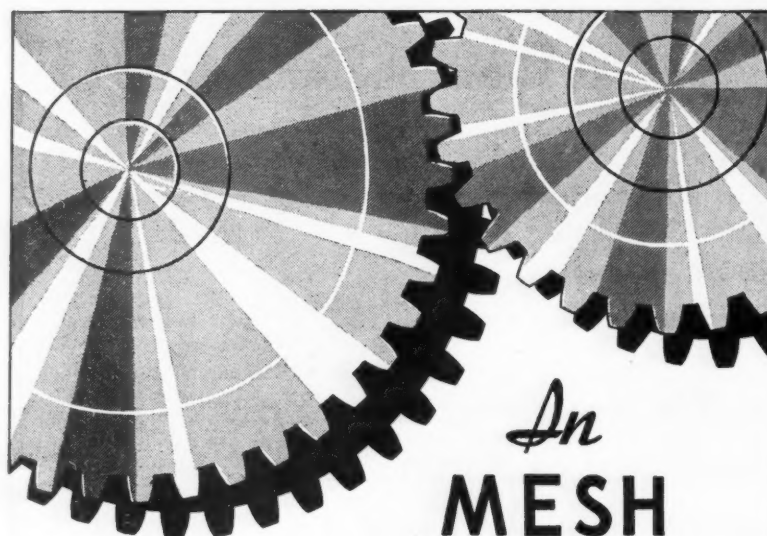
### Missouri Conditions Good

KANSAS CITY, May 13.—Field men report collections exceptionally good at present in Missouri. Losses, which were rather heavy in March and April, continuing the bad experience of January and February, showed substantial improvement late in April and early in May.

Another thing of general worry to field men in Missouri currently is decreased premium income as the result of lower rates. An increase in business of from 25 to 30 percent is now necessary to keep the premium income up to where it was a year ago.

### Death of D. R. Bergwin

David R. Bergwin, Minnesota special agent of the Springfield Fire & Marine, (CONTINUED ON PAGE 12)



**YOU** as an agent have your problems. And we as a company have ours.

But in solving both yours and ours, this company consistently brings into play an intimate understanding of our agents' varying situations. An understanding that comes from years of field and firing-line experience of our own.

The best interests of our agents and ourselves are always quietly in mesh. And there's never any clashing of the gears . . . If **YOU** are not already a KANSAS CITY FIRE & MARINE agent, you're invited to become one—now!

Managed by  
**R. B. JONES and SONS Inc.**

**KANSAS CITY Fire and Marine**

**INSURANCE COMPANY**

CHICAGO OFFICE:  
INSURANCE EXCH

KANSAS CITY  
MISSOURI



## Plans Are Announced for Meeting of Texas Agents

### FEATURES OF ANNUAL MUSTER

**W. H. Bennett and Spencer Welton Will Be the Speakers at the Local Agents' Convention**

The annual meeting of the Texas Association of Insurance Agents will start next Wednesday at Fort Worth with a meeting of the board of directors in the morning and a meeting of the directors with the officers of local exchanges in the afternoon. A. N. McCallum, Jr., of Austin, chairman of the local exchange committee of the state association, will preside at the latter meeting. There will be a display of local board advertising material which has been used throughout the state by a number of organizations. F. F. Ludolph, secretary of the San Antonio Exchange, will have charge of this feature and has arranged the material in a graphic way.

The regular business session will open next Thursday and during the afternoon there will be an executive session. It is planned to adjourn at noon Friday and have a golf match in the afternoon between agents and company men. Max Highfill of Lawrence, Highfill & Terry, Fort Worth, will be captain of the local agents' team and Weldon Moore of the general agency of Gross R. Scruggs & Co., Dallas, will be captain of the company team. On Thursday evening will be the get together dinner. The Fort Worth agents have engaged Douglas Malloch, Chicago poet, humorist and writer, as the speaker. At the business sessions there will be two set speakers. Spencer Welton, vice-president of the Massachusetts Bonding, will give a talk on "Agency Diversification," pointing out the desirability of building up premium volume by the selling of other lines than fire and tornado. Secretary W. H. Bennett of the National Association of Insurance Agents will speak Friday morning.

Tom S. Gillis of Fort Worth will preside as president.

The Commercial Standard will be host at a luncheon to visiting insurance men at noon on the first day.

## Organization Is Essential for Agents, Davis Argues

Agents benefit in many practical ways from membership and active participation in affairs of the National Association of Insurance Agents, C. V. Davis of Sheridan, Wyo., member National executive committee, declared in a talk on "Why National Organization?" at the annual meeting of the Nebraska Association of Insurance Agents in Columbus this week. In addition they derive inspiration, are imbued with a standard of perfection and learn to live in more orderly pattern. Agents, he said, need the qualities that come from unselfish cooperation.

Success always comes by and through organizations that individuals have built around their business or undertaking, Mr. Davis said. It should be the desire and purpose of every one engaged in insurance to help make it bigger and better for the buying public and all concerned. This is possible only through the state and National associations.

"It is where we have national problems that the National association sets up the bulkhead to hold the tide, and becomes the clearing house for agency interests," he said. "Who solved the problem of the ownership of our expirations? Who saved you the commissions now being paid on the policies written by you for the assured borrowing through the Home Owners Loan Corporation? The National association."

"Another golden egg hatching is the company-agency stock fire insurance office for business development. This is

## Cook County, Ill., Fire Premiums

Cook county, Ill., fire, tornado and sprinkler leakage premiums in 1935 increased \$265,726, the total being \$19,156,262, the Chicago Board reports in a tabulation of figures received from companies. The increase was about 1.4 percent. The America Fore fleet led with \$1,281,744; Home of New York second with \$1,165,159; Firemen's of Newark group third with \$888,403; Hartford fleet fourth, \$787,879; North America next, \$777,670, and London & Lancashire sixth, \$710,656. Figures of companies in fleets, fleet totals following, in comparison with 1934 figures are:

### Tabulation by Fleets

	1934	1935
Aetna .....	\$ 522,281	\$ 485,260
World F. & M. ....	51,103	36,341
Agricultural .....	573,384	521,001
Empire State .....	76,275	78,609
American, N. J. ....	127,999	130,515
Columbia, O. ....	293,216	282,098
Dixie Fire .....	69,924	66,863
Atlas .....	12,313	29,731
Albany .....	380,454	378,084
Automobile, Conn. ...	100,737	86,444
Standard, Conn. ....	33,897	32,300
American Equit. ....	124,634	118,744
Globe & Republic. ...	237,597	215,589
Knickerbocker .....	151,290	133,815
Merch. & Manufac. ...	388,887	349,405
Sussex Fire .....	94,459	114,777
Boston .....	105,092	101,842
Old Colony .....	50,509	45,110
Caledonian .....	26,904	31,038
Caled.-Amer. ....	57,773	51,877
Netherlands .....	30,836	13,992
Commercial Un. As. ...	305,576	358,639
American Central. ...	77,101	64,557
California .....	35,103	28,637
Commercial Un., N. Y. ...	112,205	93,195
Palatine .....	105,059	91,397
Union Assurance .....	166,139	28,540
Continental .....	40,970	31,193
Fidelity-Phenix .....	172,169	151,131
American Eagle .....	168,370	165,069
First American .....	100,737	87,101
Maryland .....	19,329	15,895
Niagara .....	29,515	33,574
Dubuque F. & M. ....	2,047	3,369
National Reserve .....	21,400	23,721
Fire Association. ....	341,400	328,731
Reliance .....	387,238	558,898
Lumbermen's .....	354,850	346,836
Philadel. National. ...	24,441	65,044
Fireman's Fund .....	22,102	14,719
Home F. & M. ....	55,645	57,893
Occidental .....	214,550	238,902
Firemen's of Newark ...	1,128,811	1,281,744
Girard F. & M. ....	182,420	204,676
*Mechanics .....	73,590	65,111
Natl.-Ben Franklin. ...	256,011	269,788
	194,618	182,226
	67,026	68,512
	28,854	20,629
	28,450	24,385
	318,950	290,054
	242,874	242,668
	74,536	64,039
	31,897	31,745
	349,308	338,453
	102,286	127,370
	261,017	290,592
	2,842	1,456
	73,995	73,978

## Rhode Island's Mailing of Commemorative Stamp

A complimentary mailing of the first-day cover carrying the Rhode Island tercentenary commemorative stamps has been mailed from Providence, the home office city of the Rhode Island and Merchants. The stamp, a reproduction of the landing of Roger Williams, is of great interest and value to philatelists and the complimentary mailing was at the request of Byron S. Watson, president Rhode Island, who is something of a philatelist himself.

Many insurance men are stamp collectors and have shown interest in another first-day cover mailed from New York City May 9. The issue consists of a block of four stamps, in compliment to the third international philatelic exhibition in New York City, May 9-17, and contains the following stamps: Connecticut tercentenary, California Pacific International Exposition, Michigan state centenary and Texas state centenary.

another example of cooperation through organization, and its success is assured if it receives the support it merits from the agents and the companies. Few things do more to retard the natural progress of a business or a movement

(CONTINUED ON PAGE 30)

Concordia .....	1934	1935
Superior .....	49,154	58,967
Milwaukee Mech. ....	41,593	64,911
Glens Falls .....	232,045	271,126
Commerce .....	762,935	888,403
Great American .....	238,148	241,110
Amer. Alliance .....	22,327	38,761
County, Pa. ....	260,475	279,871
Detroit F. & M. ....	282,632	264,907
Mass. F. & M. ....	63,900	63,707
Rochester Amer. ....	.....	2,980
Hanover .....	81,486	75,901
Fulton .....	14,533	14,878
Hartford .....	12,651	12,651
Citizens .....	435,827	435,026
New York Under. ....	174,823	153,136
Northwtrn. F. & M. ...	15,712	14,484
Twin City .....	190,536	107,021
Home .....	560,958	589,708
Baltimore Amer. ....	19,554	12,173
Carolina .....	116,600	118,737
City of N. Y. ....	49,149	29,993
Franklin .....	12,916	37,265
Harmonia .....	759,179	787,879
Natl. Liberty .....	647,308	615,135
New Brunswick. ....	32,273	45,489
Southern, N. Y. ....	11,813	20,127
Ins. Co. of N. A. ....	28,818	42,603
Alliance, Pa. ....	104,397	105,826
Central Fire, Md. ....	10,464	9,398
Natl. Security .....	242,555	268,039
Philadel. F. & M. ....	43,318	57,483
London Assurance. ....	1,121,956	1,165,159
Manhattan F. & M. ...	552,871	499,739
Union F. A. & G. ....	121,082	99,339
London & Lanc. ....	20,389	24,329
Law Union & Rock. ...	29,961	32,502
Orient .....	124,188	121,404
Safeguard .....	848,473	777,670
Standard Marine .....	181,647	173,546
Natl. Fire, Conn. ....	41,627	36,929
Franklin Natl. ....	25,803	26,184
Mechanics & Trad. ...	249,078	236,061
Transcontinental .....	268,970	270,584
National Union .....	123,138	110,602
Birmingham, Pa. ....	241,193	263,198
New Hampshire. ....	33,695	32,452
Granite State .....	35,833	33,818
No. British & Merc. ...	702,590	710,050
Commonwealth .....	449,899	407,809
Home. ....	65,714	62,513
Mercantile .....	18,280	21,539
Pennsylvania .....	6,404	13,550
Northern As., Eng. ...	536,299	505,412
London & Scottish. ...	121,462	126,551
Norwich Union .....	27,591	41,891
Eagle Fire, N. Y. ....	140,054	168,442
Pacific, N. Y. ....	71,095	68,713
Bankers & Ship. ....	36,085	29,950
New Jersey .....	107,181	98,064
Phoenix Assur. ....	262,736	207,746
Columbia, N. J. ....	151,430	177,206
Imperial .....	28,048	30,046
United Firemen's .....	88,895	93,622
Union M. & G. ....	187,845	185,232
Phoenix of Htfrd. ....	713,886	693,855
Connecticut .....	153,615	148,097
Equitable F. & M. ....	30,068	33,345
Minneapolis F. & M. ...	183,684	181,442
Prov. Washington. ....	94,291	105,645
Anchor .....	21,443	18,523
Rhode Island .....	115,735	124,169
Merchants, R. I. ....	71,226	72,927
Royal Exchange. ....	77,665	71,370
Provident, N. H. ....	7,174	5,524
Royal Insurance .....	153,827	151,472
Amer. & Foreign. ....	159,672	159,672
Newark .....	10,989	11,962
Queen .....	17,984	17,984
Federal Union .....	114,836	114,979
L. & L. & G. ....	7,044	9,469
Star .....	318,194	307,210
St. Paul F. & M. ....	203,986	194,297
Mercury .....	196,999	182,515
Scot. Un. & Natl. ....	111,508	115,318
and British Und. ....	58,451	59,944
American Un., N. Y. ...	549,946	531,075
Central Union .....	149,112	149,112
Security, Conn. ....	13,561	13,561
East & West. ....	102,074	102,074
Springfield F. & M. ...	74,399	88,507
Michigan F. & M. ....	92,131	80,224
New England .....	106,530	108,731
Sentinel .....	162,322	128,079
Meiji Fire .....	16,262	19,889
Standard, N. Y. ....	178,585	147,069
Tokio M. & F. ....	324,132	324,132
Sun .....	5,012	7,684
Patriotic .....	71,696	66,563
Sun Underwriters .....	100,187	117,260
U. S. Fire .....	513,712	515,042
Allemania .....	93,984	78,204
Brit. America As. ....	299,627	280,743
	59,618	39,865
	452,230	398,813
	193,724	172,441
	21,562	25,204
	215,286	197,642
	127,254	121,229
	106,464	108,580
	14,476	14,570
	248,195	244,379
	153,258	147,648
	9,503	6,595
	162,762	154,243
	406,278	383,172
	91,411	108,957
	11,065	11,065
	10,050	10,426
	518,905	513,020
	4,654	6,563
	247,093	281,232
	84,722	70,496
	330,471	358,291
	134,226	143,741
	36,129	40,816
	48,310	37,215
	218,066	221,773
	207,439	207,439
	32,402	49,495
	9,751	7,972

## Vermont Agents Group in Newport Semi-annual Meet

### ALLEN, HUTCHINS IN TALKS

**Governor Smith, Deputy Commissioner Pingree in Addresses; Many Special Agents Attend**

The Vermont Association of Insurance Agents held an interesting semi-annual meeting at Newport, Vt., main speakers being E. M. Allen, vice-president National Surety, and George H. Hutchins, Boston, New England general agent Fireman's Fund.

President E. F. Livingston, North Troy, gave highlights of the midyear meeting of the National Association of Insurance Agents and Secretary-Treasurer A. C. Mason, Rutland, reported on Vermont association activities. J. T. Dizer of Bellows Falls is vice-president.

Gray McClintock, radio broadcaster, author and lecturer, was the after dinner speaker, telling of experiences in the Canadian northwest with the Hudson Bay Company and the Canadian government.

President Livingston presided at the dinner. Governor Smith gave an address. He is a director of the Union Mutual Fire of Montpelier. President Arthur Nelson of the New Hampshire association brought greetings from that body.

Those present were asked to stand in silence for a moment in tribute to the memory of E. L. Walker, Guy Wilson and Frank Hubbard, three members who had died since the previous meeting.

Deputy Commissioner Albert Pingree brought greetings of the Vermont department.

A golf tournament was held in the morning with a business session in the afternoon. The golf prizes were distributed by A. W. Akin, chairman golf committee.

Special agents traveling in northern New England states, members of the Mountain Field Club, attended. Many Vermont agents attended the club's meeting at Newport the night before.

	1934	1935
North River .....	78,481	63,331
Richmond .....	30,363	31,657
Westchester .....	124,941	108,001
Western Assurance. ....	22,381	22,122
Yorkshire .....	542,054	405,519
London & Provin. ....	51,460	66,239
Seaboard F. & M. ....	22,584	50,537
Eureka-Security .....	27,228	27,160
Monarch .....	101,273	143,936
Pearl Assurance. ....	44,491	44,296
	23,300	33,897
	111,295	208,480
	170,087	290,074

Companies not in groups show these figures:		
American Home. ....	5,658	6,646
Buffalo .....	75,191	70,457
Camden .....	44,938	78,717
Century .....	36,078	37,830
Eagle Star & B. D. ....	68,285	59,526
Employers, Mass. ....	35,417	54,012
Excelsior, N. Y. ....	3,396	2,541
Farmer's of Pa. ....	52,661	52,979
Fidel. & Guaranty. ....	167,035	205,090
General of Seattle. ....	25,574	.....
Globe & Rutgers. ....	.....	7,425
Hamilton Fire .....	392	.....
Illinois Fire .....	17,017	17,916
Importers & Exp. ....	3,770	.....
State of Pa. ....	38,315	48,258
Kansas City F. & M. ....	2,411	4,324
Lincoln Fire, N. Y. ....	.....	.....
Merch. Fire, N. Y. ....	231,206	231,301
Merchants, Colo. ....	11,879	12,276
Metropolitan, Ill. ....	719	.....
Millers National. ....	75,089	111,519
Northern, N. Y. ....	124,637	119,968
Northwestern Natl. ....	377,358	421,007
Ohio Farmers .....	27,154	25,007
Pacific National .....	16,843	8,791
Pioneer Fire .....	47,830	53,639
Potomac Fire .....	69,124	68,451
Quaker City F. & M. ...	12,988	14,154
Reliable, Ohio. ....	32,668	28,159
Republic, Texas. ....	22,560	39,270
Security, Iowa .....	78,289	79,105
South Carolina .....	515	485
Standard, N. J. ....	68,871	63,533
Southern F. Durham ...	.....	26
Travelers .....	196,704	194,872
Union of Canton. ....	1,294	902
Victory .....	12,368	.....
Western Factory .....	16,890	45,768
Western & Southern ...	17,910	18,633
Westrn. Spr. Riak. ....	54,628	32,598
*Western Fire, Kan. ....	29,575	15,604

\*Incomplete returns for 1935.  
†Merged with Rollance.



(CONTINUED FROM PAGE 10)

died last week in Northwestern Hospital, Minneapolis, following an operation for appendicitis. Funeral services were held in Chicago Monday afternoon. He was born in that city and had been associated with the Springfield F. & M. since 1927 and prior to that with the western department of the Great American. He was sent into the Minnesota field by the Springfield some years ago. He was custodian of the goslings of the Minnesota Blue Goose. His widow and two daughters survive.

#### Evans Succeeds Wickham

William Evans has been transferred by the Great American from Baltimore to the eastern Pennsylvania field, succeeding E. G. Wickham, who resigned to join the National Union Fire in the Pennsylvania field. He will represent the American Reliance, Rochester American, County Fire and Detroit F. & M. with headquarters in the Telegraph building, Harrisburg.

#### Phoenix Des Moines Meet

A two-day meeting of Phoenix of Hartford field men from 11 states was held in Des Moines, in charge of Roy E. Eblen, secretary, and C. A. Snow, assistant secretary from the home office. General Agent Urban M. Lelli, Chicago, also attended the meeting, one of a series being held throughout the country.

#### Joint Meeting at Gulfport

The Mississippi and Louisiana Blue Goose ponds will hold a joint meeting in Gulfport, Miss., May 29-30. They expect to have as their guest T. Ray Phillips of Oklahoma City, most loyal grand gander.

#### Stillman in Oregon Field

Stanley Stillman, Jr., is now special agent in Oregon of the Liverpool & London & Globe, with headquarters in Portland. He has recently covered a considerable part of the coast territory for the Liverpool.

#### Bright Back to North America

James E. Bright of Omaha, who resigned as state agent in Nebraska for the North America group a year ago to become special agent of the Travelers Fire, now returns to the North America as state agent, taking charge of southern Nebraska with headquarters at Omaha. O. F. Fugate of Omaha, who has had charge of the entire state, will take northern Nebraska.

#### San Francisco Blue Goose Activities

Churchill C. Peters, president Protected Investors of America, was the speaker at the May 11 luncheon of the San Francisco Blue Goose. The pond's annual golf tournament will be held at Millbrae Golf & Country Club May 15 with Ralph Freese of Edward Brown & Sons as chairman.

The glee club of the San Francisco

## Death of Joseph H. Lenehan

One of the veterans in fire insurance died Monday at his home on his ranch near Joliet, Mont., Joseph H. Lenehan, who was born Nov. 15, 1851, at Dubuque. Mr. Lenehan was enjoying life fully since he retired in 1918, when the United States government outlawed German companies on account of the war, he having been United States manager of the Nord Deutsche, being appointed to that position in 1911.

#### Was Popular Personality

Mr. Lenehan was a very popular man personally and had a delightful charm of manner and speech. Last summer Bert N. Carvalho, vice-president of the Rossia and president of the Metropolitan Fire Reassurance, visited Mr. Lenehan at his ranch, took a photo from which the cut in this issue was made. Mr. Lenehan resided in his ranch house but did not operate the farm, as it was leased to a tenant, Joliet, Mont., is located in what is called "Paradise Valley," which is a wide valley between the Absaroka mountains to the west and the Big Horns to the east. To the south are the Bear Tooth mountains. Billings, Mont., is about 30 miles north-east. Mrs. Lenehan is still living and Mr. Carvalho described her as "a perfectly beautiful woman with snow white hair."

#### Told About Mr. Lenehan

Mr. Carvalho, in writing to The National Underwriter after his visit to Mr. Lenehan said, "Joe is just the same gentleman he always was, just as meticulous in his personal appearance and full of fun and energy. He is slightly deaf, using a tube for hearing. He has no occupation other than consulting with

pond under the direction of J. H. Todd of Geo. E. Billings Company, accompanied by S. C. Abbott, Hartford, appears before the Island Shrine Temple May 14. P. F. Garnett, manager of the glee club and public relations manager of the Pacific Board, will be master of ceremonies.

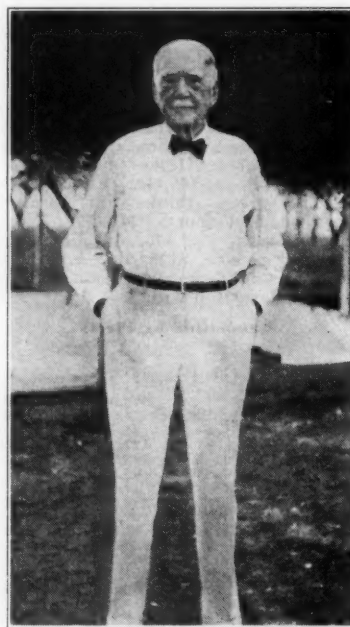
#### Robertson to Cover Arizona

Russel Robertson has been appointed special agent out of Los Angeles, covering the Arizona field, for Cravens, Dargan & Fox. He has been an underwriter in the San Francisco office of the agency for a number of years.

#### To Decide on Annual Meeting

The executive committee of the Ohio Fire Prevention Association will meet May 18 to decide on the time and place for the annual meeting.

W. R. Keller is now associated as adjuster with the Columbus, O., office of the Western Adjustment. He formerly handled claim adjustments for Knepper, White, Smith & Dempsey, Columbus attorneys.



JOSEPH H. LENEHAN

his tenants, reading the papers, entertaining visitors, of which he has many in the summer, just enjoying a quiet life. He spends the winter with his daughter, Margaret, of Billings or his daughter, Colista, of Sioux City, Ia. He told me that he is a constant reader of The National Underwriter. Despite the fact that his face is a little more lined, he does not look any different than he did years ago when he was in the business."

#### Mr. Lenehan's Career

Mr. Lenehan when he was 18 years old became a clerk in the Illinois Central R. R. freight office at Dubuque. Later he was a clerk in the county treasurer's office there and in 1880 was agent for the South Shore Fast Freight Line in that city. While he was in these clerical positions in 1878, he bought the agency that was formerly owned by the late Abram Williams, who at his death was western manager of the Connecticut Fire. In 1885 he organized the Will county compact at Joliet, Ill., and became its manager. Mr. Lenehan found considerable amusement in saying that he started his salary career in insurance in Joliet, Ill., and ended his career at Joliet, Mont. He was made inspector of the special hazard mutuals at Milwaukee in 1886.

In 1887 he became Illinois state agent of the North America and Pennsylvania and in 1893 was appointed executive special agent of the Palatine when George M. Fisher was manager. In his field days he was a conspicuous figure

and he was regarded as one of the outstanding field men of the central west. He was elected president of the Illinois State Board in 1888 and was chosen president of the Fire Underwriters Association of the Northwest in 1897.

He entered the managerial ranks in 1898 when he became assistant western manager of the North British & Mercantile. On July 1, 1899, he was appointed western general agent of the Phenix of Brooklyn, which later became the Fidelity-Phenix, serving until Dec. 1, 1911, when he was appointed United States manager of the Nord Deutsche. He continued in that capacity until the German companies were outlawed by the United States on account of the war. He then retired to his ranch at Joliet, Mont. Mr. Lenehan was president of the old Western Union in 1908 and therefore at his death was the oldest living president of that organization and its successor, the Western Underwriters Association.

Funeral services were conducted at the ranch Wednesday and interment will be later in Dubuque, Ia.

#### Syracuse Field Luncheons

SYRACUSE, May 13.—Although meetings of the Syracuse Field Club have been officially suspended for the summer months, members are meeting informally at the Onondaga Hotel every Monday noon for lunch. This is a new practice this summer that has been started because of the interest on the part of a number of members to meet during the summer months. Any visiting field men or company officials are invited to attend. A committee has been appointed by President Harold Wilkinson to arrange for the annual fall outing to be held sometime next September which will mark the opening of the 1936-37 season.

#### Worried About Oklahoma City

KANSAS CITY, May 13.—Don Chilcote, resident general agent here for Corroon & Reynolds, reports that insurance companies with any policies in the Oklahoma City oil field are considerably worried over the problem created by extensive drilling within the city limits. Mr. Chilcote has been in Oklahoma City a large share of the time recently.

#### Tupelo School Loss Adjusted

Companies interested in the damage suffered by the Tupelo, Miss., public schools in the tornado of April 5 have agreed to an adjustment of \$127,000; \$107,000 on buildings and the balance on fixtures.

#### Talks on Supplemental Form

David Hinckley, secretary of the rates and rating methods committee of the Eastern Underwriters Association, will speak before the Richmond County (N. Y.) Association of Local Agents May 15, explaining particularly features of the supplemental contract recently adopted the country over.

CONTRIBUTING

EXCESS OF LOSS

# REINSURANCE

## FRANK BURNS

INCORPORATED

STOP LOSS

CONFLAGRATION

## COMPANY NEWS

## To Attend Excelsior Meeting

Many Agents and Field Men are Invited to Sit in with the Directors

SYRACUSE, N. Y., May 13.—Many New York state agents, as well as a number of agents from other states are expected to attend the quarterly meeting of the Excelsior at the home office here next Monday. Robert C. Hosmer, president of this company that is owned and directed largely by agents, has extended a number of invitations. At the annual meeting in February nearly fifty stockholders, most of them agents, were on hand.

A number of New York field men are coming to Syracuse for the convention of the New York Association of Local Agents which opens Monday afternoon. It is for that reason that all New York Excelsior agents have been invited to the directors' meeting.

Chairman of the board is Edwin J. Cole of Fall River, Mass., past president of the National Association of Insurance Agents who will also attend the New York association convention. F. L. Greeno of Rochester, president of the New York association, and F. P. O'Connor, Lima, O., president of the Ohio Association of Insurance Agents are both directors in the Excelsior, and will be on hand.

## Secretary Don R. Frary of Fire Association Resigns

Don R. Frary has resigned as secretary of the Fire Association group. Starting as an inspector with the old Insurance Survey Bureau of Chicago, after graduating from Armour Institute there, Mr. Frary went to the Chicago Board and then became a special agent in New Jersey for the Continental. He next served as assistant manager of the New Jersey Rating Organization and left that bureau to spend seven years with the Merchants Fire of New York. He became assistant secretary of the Merchants and when the Lumbermen's of Philadelphia changed management in 1924 he accepted a position as secretary of that company, finally being elected vice-president. In 1934 the Fire Association purchased the Lumbermen's and Mr. Frary has since acted as secretary of the group in charge of the special risks department. His plans for the future have not yet been announced.

## Give Program for Meeting of N. Y. Agents in Syracuse

(CONTINUED FROM PAGE 8)

Insurance trends as regards financed cars.  
Insuring public properties.  
Membership and company endorsement.  
Motor carrier act and long haul trucking.  
Personal property floater—a comprehensive policy.  
Rates—Physician's office in dwellings.  
Retrospective rating of compensation risks.  
Unfinished business.  
Report of auditing committee and adoption of budget.  
Report of committee on resolutions.  
Report of nominating committee.  
Election of officers and directors.  
7 p. m., annual banquet. Speakers, Louis H. Pink, superintendent of insurance, New York; Dr. Leon H. Harris, Syracuse, N. Y.; Col. Conrad H. Lanza, chief of staff, 98th Division U. S. Army.

Wednesday, May 20

Annual meeting of stockholders, State Association Service.  
Meeting of new board of directors, State Association Service.  
Meeting of new board of directors,

New York State Association of Local Agents.  
Luncheon to new and retiring officers and directors.

## EXPECT LARGE ATTENDANCE

SYRACUSE, May 13.—An unusually large number of reservations at hotels indicate a record attendance at the annual convention of the New York State Association of Local Agents to be held here next week. Not only are many agents expected to attend but it is already known that more company representatives will be on hand than ever, largely because of the increased inter-

est that is being shown by agents and company men alike in the newly-created company-agency committee that is functioning to protect the interests of stock companies and their agents.

## Local Entertainment Committee

The local Syracuse entertainment committee, headed by Carlton Fox of Bowen, Perry & Fobes, has completed plans for an unusually elaborate program for the get-together dinner Monday night.

Warren E. Day, president of the Syracuse Underwriters' Exchange, is in general charge of the local arrangements.

## Rains Helped But Little in the Drouth Regions

Rain came too late to help the wheat crop in Texas, Oklahoma and far western Kansas as the drought affected the crops. The yield is very light. There is fair hail business reported from other sections of Kansas, Oklahoma and it is now being received from Nebraska. The northwest has very good promise of an excellent crop. If the price of wheat remains where it is hail premiums will equal last year.

## Security for American Property Owners Since 1841

HERE is the automatic train control as installed on the Chicago & Northwestern Railway, the safety road. This "superhuman engineer" helps keep a train on schedule time and permits running safely at maximum speed established by conditions ahead.



Illustration Courtesy Chicago Northwestern Railway

# Security

Security—everybody wants it. Railroads obtain it with automatic train control.

Insurance companies obtain it by building strong, conservative, dependable organizations. One such company is the Security of New Haven. It has been providing "Security for American Property Owners Since 1841." It appeals to those agents who want a sound, progressive New England company in their agency.

Do Business with a Strong American Stock Company Operating Through Responsible Agents

HOME OFFICE  
NEW HAVEN, CONN.

1841  
**Security**  
Insurance Company  
OF NEW HAVEN, CONNECTICUT

WESTERN DEPT.  
ROCKFORD, ILL.

The East and West  
Insurance Company  
OF NEW HAVEN, CONNECTICUT

PACIFIC DEPT.  
SAN FRANCISCO, CAL.

The Connecticut  
Indemnity Company  
NEW HAVEN, CONNECTICUT



## AS SEEN FROM CHICAGO

### MILLER AVIATION MEET SPEAKER

C. S. ("Dusty") Miller, member of the Chicago adjusting firm of Whitney & Miller, was one of the principal speakers at a meeting of the National Aeronautic Association held at the Springfield, Ill., municipal airport. He reviewed the history of aviation from 1909 through the world war period, comparing old aviation equipment with modern ships. He was an outstanding pilot during the world war and is still referred to as a "German ace" by his friends, a nickname he collected as a result of cracking up two American planes, one in France and the other in this country. Mr. Miller flew to the Springfield airport from Chicago and later to New Orleans before returning home.

### ALLIED AGENCY OPEN HOUSE

The Allied Agency of Chicago held open house in the new quarters in A-1522-24 Insurance Exchange, where it has just moved from 209 West Jackson boulevard. The agency is eight years old, Philip Levy being secretary-manager.

### CHICAGO BOARD PLANS OUTINGS

July 9 has been set for the Chicago Board's annual outing of members. The program is being formulated by the fellowship committee, headed by W. F. Jacobs of W. F. Jacobs & Co. The "five and 10" trophy, devised last year by Capt. Curt E. Jensen of the Fire Insurance Patrol out of funnels, spoons and saucepans, made so big a hit he is making another one this year and it is expected there will be keen competition for it. The Chicago Board employees' picnic will be held near the end of June, plans being shaped by E. G. (Doc) Whitaker. Places for the two outings will be selected soon.

### ILLINOIS QUALIFICATION QUESTIONS

Submission of proposed questions for the coming Illinois agents' and brokers' license examinations by all interested parties before May 25 was asked by R. T. Nelson, deputy insurance superintendent, at a meeting of representatives of the different insurance organizations in Chicago. Mr. Nelson and Hiram McCullough, in charge of licensing for the Illinois department, conducted the

meeting and answered questions regarding the scope of the examinations.

After receiving the questions, the department will compile them and send copies of the tentative draft to all organizations a week or ten days in advance of another meeting to be held in Chicago in June. At this meeting the questions will be discussed and the final edition determined upon. The questions, with answers, will be made available to prospective agents and brokers and examinations will be based upon them.

The department aims at about 750 questions, divided into fire, casualty, automobile, life, accident and other lines and general questions on the insurance laws and the status of agents and brokers. The number of questions to be allotted to each subject will be determined roughly by the respective premium volume of the different lines.

In view of the new license law in Illinois going into effect July 1 for agents, brokers and solicitors, the state insurance department is granting temporary certificates for those that have to qualify but they will be required to take the examination as of July 1 in order to secure certificates. The department has set dates ahead for examinations, the first one being at Bloomington, Thursday of this week. Then will follow Peoria, May 15; Ottawa, May 19; Rockford, May 20; Sterling, May 20; Pekin, May 21; Chicago, May 26-27-28 and June 2-4.

### ERION IS KIWANIS SPEAKER

Frank L. Erion, well known independent adjuster of Chicago, addressed the Kiwanis Club of Harvey, Ill., Tuesday evening on fire loss adjustments.

### ST. LOUIS F. & M. OPENS BRANCH

A branch office has been opened by the St. Louis F. & M. in the Insurance Exchange, Chicago, with C. A. Bacon in charge. This is a policywriting unit, handling fire, automobile and limited marine lines. Heretofore the company has operated in Chicago through agencies, being represented by the General Insurance Agency, all of whose business hereafter will be placed through the new branch. Manager Bacon for a year has been Illinois state agent outside Cook county for the Tokio M. & F. and be-

fore that for six years was with the Corroon & Reynolds group in Kansas City as special agent in Missouri, Kansas, Oklahoma and Arkansas.

### MILLERS NATIONAL EXPANDS

The head office of the Millers National in Chicago is to be increased by about 2,000 feet. The space formerly occupied by the marine department of the Commercial Union, which adjoined the Millers National head office, is being taken over by Millers National. The brokerage department will be moved into the new quarters, and the general offices will be spread out.

### ROTHERMEL HEADS ADJUSTERS

W. H. Rothermel, Jr., independent adjuster of Chicago, was elected president of the Adjusters Association of that city at the annual meeting. Other new officers are: Vice-president, A. H. Borchers, independent adjuster; secretary, H. H. Moore, adjuster Underwriters Adjusting, and treasurer, L. J. Shaw, independent adjuster. Gail Tilman, automobile superintendent Western Adjusters, is retiring president and L. M. Gundel, who is associated with Mr. Rothermel, was secretary last year.

### BARTELS TELLS OF THEFT DRIVE

So great has been improvement in the automobile theft situation in Chicago that although there have been several rate cuts in the last year or so, another one is projected and probably will be effective soon, Gus Bartels, chief investigator automobile detail, state's attorney's office, told the Cook County Field Club at the May meeting. Rating authorities have given this assurance. The cut is expected to be 15 to 20 percent, and may be made June 30, it was stated. This year the thefts are averaging eight cars a day, most of which are taken by joyriders and holdup men. This compares with an average of 110 daily when the campaign was started by State's Attorney Courtney some two years ago. The office has convicted 3,614 individuals for car thefts and receiving stolen cars, the record of convictions being 99.1 percent, Mr. Bartels said. The automobile theft rates up to now have been cut between 60 and 66 percent due to improved loss experience, he said. In 1932, combined loss ratio was 149 percent, according to Mr. Bartels; the next year about 102 percent, and in 1934, 49 percent. Chicago, once conceded to be

the worst city in the country in automobile thefts, now is the best, Mr. Bartels said a comparison of many factors shows.

He told stories of the long fight with the car thieves and fences, who had strong political protection and a hookup with some insurance agents and adjusters. The automobile theft division of Mr. Courtney's office has been divorced from politics, which was one of the chief reasons under the old regime why the situation had become so bad, Mr. Bartels said. Formerly he was an independent insurance adjuster in Chicago. The garage-insurance adjuster hookup has been broken up, he said. This had caused theft and stripping of many cars, adjusters settling the claims, when parts were replaced by the crooked garages and bills rendered for new parts. Mr. Bartels related details of a case in which 14 losses were paid on the same car, one for \$1,600 total loss, when the car was no longer in the possession of nor owned by the claimant. The car was bought and permitted to go back to the finance company at the end of a month, there being kept, however, sufficient evidence of ownership to hoodwink the insurance company through a crooked adjuster.

Plans for the annual outing were discussed and the date set for June 12, the place to be selected soon. E. W. Erickson, Aetna Fire, the club president, presided.

### VETERAN SUBURBAN AGENT DIES

Gottlieb Klein, prominent local agent of Washington Heights, Chicago suburb, died suddenly. Mr. Klein had been in the business more than 60 years and would have been 92 years old his next birthday. He celebrated his 65th wedding anniversary March 5.

Mr. Klein was born in Germany and came to this country as a boy in 1892, eventually founding the Gottlieb Klein & Son agency which he had operated ever since. The agency has been taken over by two sons, Fred and Grover C., who will continue it.

### "ANNIE LOU" TO LEAVE "NEWS"

Miss Annie Lou Richwine, who has been connected with the "Association News," of Kankakee, Ill., as a business getter and feature writer, will leave its employ at the end of this week. "Annie Lou" has become a familiar figure in the columns of "Association News" and has worked up features that have been widely read by insurance men. She resides at Kankakee but has been spending much time in Chicago and other Illinois points. She intends to remain in the newspaper end in some capacity.

### DEATH OF HOWARD DOWNING

Howard G. Downing, chief examiner in the western department of the National Fire, died suddenly Friday night at a hospital at Chicago after being taken there from his home following a heart attack. He had been to his office during the day. He was stricken after he arrived at his residence. He would have been 43 years of age Wednesday of this week. He started in the National office 29 years ago as an office boy. He was promoted to different positions, being assistant examiner and then was made special agent in Minnesota. Subsequently he was made state agent in South Dakota. He was recalled to the western department as chief examiner. He was active in the Chicago Insurance Examiners Club and was a former president. He is survived by his wife and two sons, one, Howard G., Jr., who is a senior in the fire protection engineering course at Armour Institute, and the other Leroy, who is just graduating from high school.

### W. U. A. COMMITTEES NAMED

President A. F. Powrie of the Western Underwriters Association has appointed the committees for the year. The governing committee will hold its first meeting Thursday of next week when it will elect a chairman and vice-

## Speakers at Meeting of Nebraska Agents



GEORGE COWTON  
Grand Island, Neb.



CHARLES SMRHA  
Lincoln, Neb.



CHET V. DAVIS  
Sheridan, Wyo.

At the annual meeting of the Nebraska Association of Insurance Agents at Columbus this week, George Cowton of Grand Island, president, will preside and give the report for the year. Commissioner Charles Smrha of Nebraska will be a featured speaker as will be Chet V. Davis of Sheridan, Wyo., who is a member of the executive committee of the National Association of Insurance Agents. The Nebraska agents have a very strong program.



chairman. The members are W. N. Achenbach, Aetna Fire; E. A. Henne, America Fore; F. W. Koeckert, Commercial Union; J. C. McKown, St. Paul F. & M.; F. M. Gund, Crum & Forster; J. C. Harding, Springfield F. & M.; W. P. Robertson, North America; C. F. Shallcross, North British & Mercantile; R. D. Safford, Travelers Fire; C. H. Smith, Hartford Fire. The ex-officio members are President Powrie, Vice-presidents Wilfred Kurth and S. M. Buck and C. R. Street, who is chairman of the subscribers actuarial committee. Other committees are as follows:

**Arrangements**—Robe Bird, American, chairman; J. R. Cashel, Providence Washington; E. W. Hotchkiss, Royal-L & L. & G.; J. H. Macfarlane, America Fore; H. K. Dickinson, Fire Association.

**Finance**—W. P. Robertson, chairman; H. A. Bush, Fireman's Fund; J. R. Cashel, W. H. Lininger, Springfield F. & M.; W. K. Maxwell, Hanover.

**General Agency**—W. K. Maxwell, chairman; E. G. Frazier, Springfield F. & M.; C. W. Ohlsen, Sun; S. H. Quackenbush, Westchester; W. D. Williams.

**Fire Protection Engineering**—A. G. Dugan, Hartford Fire, chairman; George H. Bell, National; Montgomery Clark, Hanover; H. T. Cartledge, Royal-L & L. & G.; J. C. Harding, W. H. Riker, C. R. Street.

**Arbitration**—E. A. Henne, chairman; W. M. Frink, Norwich Union; George K. March, Detroit National; D. E. Monroe, Commercial Union; W. H. Riker, North America; A. & J. H. Stoddard, New York Underwriters; W. D. Williams, Security of Connecticut.

**Grievance**—C. W. Ohlsen, chairman; L. J. Braddock, North America; G. D. Gregory, Great American; W. H. Lininger, Henry A. Yates, National Union.

**Maps**—E. M. Schoen, Atlas, chairman; Hart Darlington, Norwich Union; J. W. Gregory, Crum & Forster; C. R. Street, Clem E. Wheeler, Hartford Fire.

**Membership**—W. H. Lininger, chairman; George H. Bell, Robe Bird, C. Claussen, London & Lancashire; James E. Foster, North American Fire; and R. L. Mouk, North B. & M.

**Public Relations**—J. C. Harding, chairman; George C. Long, Jr., Phoenix of Hartford; A. F. Powrie, W. P. Robertson and John Rygel, Hanover.

**Uniform Forms**—S. M. Buck, Fireman's Fund, chairman; W. N. Achenbach, E. G. Frazier, E. W. Hotchkiss, Leonard Peterson, Home of New York; Clem E. Wheeler.

**Chicago**—S. M. Buck, chairman; C. H. Smith and W. D. Williams.

**Loss Adjustments—Cook County**—C. R. Street, chairman; A. G. Dugan and E. A. Henne.

**Cooperation in Loss Adjustment Practices**—C. R. Street, chairman; R. S. Buddy, Glens Falls; H. W. LaRue, America Fore; W. K. Maxwell, S. P. Rodgers, State of Pennsylvania.

**Inland Marine**—George C. Long, Jr., chairman; R. R. Martin, Atlas; W. Ross McCain, Aetna Fire; Paul B. Sommers, American; Alfred Stinson, Automobile.

**Central Traction and Lighting Bureau**—John C. Harding, chairman; H. T. Cartledge, Royal-L & L. & G.; O. E. Lane, Fire Association; F. D. Layton, National.

**Uniform Printing & Supply Co.**—George H. Bell, chairman; J. R. Cashel, John C. Harding, C. W. Ohlsen, Walter D. Williams.

**Kraft-Kafka & Co.**, Chicago fire and casualty general agency, has moved into larger quarters in A-1520 Insurance Exchange, the telephone number being unchanged. Members of the firm are L. A. Kraft and Harry J. Kafka.

#### Mauk Is Proud Father

Raymond Mauk, Texas fire insurance commissioner, is the father of a baby girl.

### Chief Aid to Head of General Agents' Body



LOUIS E. ENGLISH

Announcement is made of the appointment of Louis E. English of Richmond, Va., as chairman of the executive committee of the American Association of Insurance General Agents. Mr. English has been one of the main stays of the organization and although he did not attend the recent annual meeting at Little Rock, the leaders there decided to try to induce him to accept the position of chairman.

B. P. Carter, also of Richmond, who is immediate past president of the association, has been named chairman of the conference committee. The other members of the conference committee are J. G. Leigh of Little Rock and Raymond L. Ellis of San Francisco.

In addition to Mr. English, the members of the executive committee are Mr. Carter, H. A. Steckler of New Orleans and L. C. Quin of Atlanta.

Permanent headquarters of the association are now located in the offices of Secretary Herbert Cobb Stebbins in Denver.

#### To Meet in Port Huron

DETROIT, May 13.—Members of the Michigan Fire Underwriters Association, at their monthly meeting in Detroit, decided to hold their annual convention at Gratiot Inn, Port Huron, Mich., with June 17-18 as the tentative dates. The Blue Goose and the fire prevention association will hold their annual meetings at the same place on the same day. R. N. Menzies, Great American presided at the monthly meeting which was attended by seventy.

#### President McCain to Attend

LITTLE ROCK, ARK., May 13.—The annual meeting of the Arkansas Fire Prevention Bureau is scheduled for Friday. T. F. Baker, manager, states that he has been notified by W. Ross McCain, president of the Aetna Fire, formerly of Little Rock, that he would be here as chairman of the committee representing companies operating in Arkansas.

#### Legislative Committee Named

NEW ORLEANS, May 13.—L. B. Eastland, Baton Rouge; J. E. Has-singer, New Orleans; William Gassie, Jr., Port Allen; W. P. Cunningham, Natchitoches; Archie Quirk, Washington; Maurice Hartson, Sr., New Orleans; E. J. Seymour, Monroe; Elward Wright, Houma, and Thomas Grace, Baton Rouge, are looking after the interests of the insurance man during the session of the state legislature in Baton Rouge.

## Eagle and Star British Dominions Insurance Company Limited of London, England

A representative English Company of high character and standing.

Prompt and intelligent service  
Modern underwriting methods  
A sincere agency viewpoint

Harry G. Casper  
United States Manager  
Carroll L. De Witt and Bert A. Jochen  
Asst. United States Managers  
90 John St., New York

Western Service Office  
1264 Insurance Exchange, Chicago

## CALEDONIAN INSURANCE COMPANY

### The Oldest Scottish Insurance Office

GOOD faith to agents and policyholders at all times has been one of the fundamental policies of this company. It is exemplified by an honorable reputation, sound practices, sound underwriting and a sound financial policy.

### Caledonian-American Insurance Co. of New York

Robert R. Clark  
U. S. Manager and President

### The Netherlands Insurance Co. of The Hague, Holland

Established 1845  
Robert R. Clark, U. S. Manager

Executive Offices: Hartford, Conn.

## NFPA Charts New Lines of Attack

(CONTINUED FROM PAGE 3)

come to maturity so far as fire protection is concerned, commerce still requires "our stimulation and persuasion." Plans for successful cooperative protection of entire mercantile city blocks have encountered almost insuperable obstacles in the complication of varied tenancies and building ownerships and "that wonderful rugged individualism that we hear so much about," he said.

However, the improvement due to old buildings being replaced by modern structures is being augmented by involuntary collective action enforced by passage of sprinkler ordinances aimed principally at protection of basements and special hazards. The association has developed a model ordinance as a guide to cities seeking such legislation.

Reduced public fire extinguishing facilities need not necessarily be alarming if adequate private prevention facilities can be developed at the same time, said Mr. Wentworth. Another good sign is the training given firemen in many cities through which firemen are encouraged to use their own initiative and discard the idea that no one should use his head except the chief.

### Comments on City Survey

A significant development in respect to fire safety is the city survey, usually financed by local private citizens in the hope of securing administrative economies that may reduce their taxes, said Mr. Wentworth. However, an even more significant development, he said, is the trend toward the council-manager form of city government, as otherwise the survey findings, however meritorious, must run the gamut of "irresponsible agencies often without civic knowledge or intelligence and sometimes influenced by unworthy personal or political motives."

Although 1935 fire losses were \$259,000,000, a drop of \$16,500,000 from the previous year and the lowest since 1916, Chairman R. S. Moulton of the fire record committee warned that there must be no let-up in the fight against fire hazards, for in the latter half of the year fire losses began to climb again. While fire losses have increased along with heightened business activity, as predicted at last year's meeting, Mr. Moulton noted that while current business activity was about 80 percent of the 1927-29 level, fire losses are only at about 60 percent of that level. During 1935 there were 30 fires with individual losses of more than \$250,000, the number being four less than the year before. These losses were mainly due to inferior construction, delay in discovery and inadequate protection.

### Loss of Life in Dwellings

"It seems almost unbelievable," he said, "that in these times investments of more than a quarter of a million dollars should be concentrated in combustible structures, without thought of fire safety and lacking automatic sprinklers or fire alarm service. More fires occur in dwellings than in any other occupancy. The greatest loss of lives by fire also occurs in dwellings."

Percy Bugbee of Boston, reporting for the N. F. P. A. field engineering staff, described the organization's fight to get municipal fire protection activities in New York City back into the hands of the fire department. The N. F. P. A. has been active in this fight ever since former Mayor O'Brien brought about the abolition of the fire prevention bureau and transferred its activities to the building departments of the five boroughs.

### Fire on Ships

Fire disasters on American ships will soon be a thing of the past, federal officials assured members of the N. F. P. A. Rear Admiral G. H. Rock, retired, said that experiments are being carried on in the James river on a shipping board vessel to determine structural arrangements to be followed and fire-resistant qualities of materials to be used

on American ships and that the tests indicate that it is practicable to make a ship as fireproof as a modern building.

Addressing the marine section conducted by S. D. McComb of the Marine Office of America, famous marine insurance authority, Admiral Rock said Mr. McComb was largely responsible for the forthcoming federal regulations designed to promote safety on American ships.

Capt. H. E. Sheppard, assistant in charge of the federal steamboat inspection service, challenged stories that American ships are unsafe, asserting that despite recent disasters the long record of the American merchant marine would disprove the charge of unsafety, but that nevertheless, with the recent sea fires in mind the bureau is preparing, with N. F. P. A. help, governmental regulations and procedure which will eliminate these possibilities of fire disaster in the future. In addition there will be teeth in the new law that will raise the effectiveness of the regulations and provide drastic punishment for failure to observe them completely, he said.

### Bielaski Reports Improvement

Arson dropped 50 percent in the last year, A. Bruce Bielaski, head of the National Board's arson squad told those attending the fire marshals' section.

"The vigorous ferreting out of fire criminals and their rigorous prosecution by fire marshals and the program of education carried out by the National Fire Protection Association have resulted in a procession of such criminals to jails in the past year," said Mr. Bielaski. "Our figures show a 50 percent decrease in arson fires."

A. J. McCarthy, general manager Panama Pacific Steamship Co., in a report to the marine section on operation of marine terminals, warned against protracted storage of cargo on piers, saying that if merchandise is allowed to accumulate on a pier or wharf it will be more or less improperly stored and in cases of fire the loss would be excessive and far more than that ordinarily anticipated.

### Memorialize Gov. Lehman

The N. F. P. A. took the unusual step of wiring to Governor Lehman of New York and a number of legislative leaders asking for action before ad-

## Banquet Speaker



CLARENCE T. HUBBARD

Clarence T. Hubbard, assistant secretary Automobile of Hartford, one of the most popular insurance speakers, was featured at the banquet of the insurance division of the American Management Association at its annual meeting in Atlantic City this week.

jourment on the Buckley bill, which would restore fire prevention work in New York City to the Bureau of Fire Prevention. The appeal had the unanimous approval of the 500 delegates to the convention.

"Unless New York City's fire prevention work can be returned to the fire department, not only will that city suffer, but it may be made a precedent for similar political action in other cities, which would seriously set back fire prevention work in this country," Percy Bugbee of Boston, warned. Mr. Bugbee, with the association's field engineering staff, has carried on a three-year fight against the disastrous situation existing at present, under which fire prevention is in the hands of the building departments of the five boroughs.

### Brought Much Confusion

"This not only killed off the fine work the fire department had been doing," said Mr. Bugbee, "but it brought endless confusion, with no correction of the fire hazards. Conditions soon became serious in New York because the inspection groups made little effort to remove dangerous conditions."

S. D. McComb said that the merchant marine, the most government-regulated of all business groups, is now on the way to regulating itself.

"On the basis of the N. F. P. A. reports, we believe regulations will be promulgated shortly in Washington which will assure safety at sea," he said. "We have cleaned up 'chiseling tankers' for the oil industry. We are on our way to improve conditions at marine terminals, and we believe we soon will see a great drop in fire losses on the water and at piers."

### Savings in Canada

Fire Commissioner J. Grove Smith of the Dominion of Canada said Canadians have saved \$380,000,000 in insurance premiums in the last fifteen years because of rapid fire loss reductions, while insurance rates have dropped from \$1.40 in 1921 to 70 cents in 1935.

C. V. Lane, assistant state fire marshal of Michigan, said that the fire marshal's group felt that the rapid turnover of such official bureaus because of politics was one of the influences hampering good fire loss reduction. The fire marshals have, however, done yeoman work against arson, he said, citing the case of a firebug in a western city who was apprehended after setting 140 fires causing a loss of \$750,000.

T. A. Fleming, chairman fire prevention and cleanup campaign committee, said that this movement is sweeping the country and that thousands of cities are now conducting annual campaigns with the removal of hundreds of thousands of fire hazards.

### Rural Program Outlined

D. J. Price of the federal agriculture department and chairman of the farm fire protection committee, estimated that farm fires still represent between 60 and 70 percent of the annual fire loss. This committee is working out plans for a three point program to reduce this loss. First, the installation of telephones in every farm house; second, organized rural fire departments; third, available water supplies for fire fighting.

There is need for a model law for organization and maintenance of rural fire departments and the N. F. P. A. is well qualified to sponsor such an undertaking, Mr. Price declared.

The American public is becoming increasingly receptive to the idea of fixing the cost of fires upon persons disobeying or ignoring fire department orders, according to Managing Director Wentworth. This principle, common abroad, met with strenuous opposition in this country when first advanced but is now recognized by state law in Pennsylvania and by ordinances in 20 cities.

The following were slated for election at the closing session: President, G. W. Elliott, Philadelphia; first vice-presi-

## Mutual Underwriters Take Up Methods of Cancellation

WASHINGTON, May 13.—Difficulties in which the insurance industry finds itself because of conflicting court decisions in the various states on the question of cancellation of policies were discussed at the underwriters' conference of the Federation of Mutual Fire Insurance Companies.

The subject was opened by Chase M. Smith of the National Retailers Mutual Fire, in a review of various methods of cancellation. He declared that because of the difference in the statutes and the conflicting opinions of the courts, companies find it impossible to determine definitely whether a policy actually has been cancelled even though the holder may have been notified of its invalidation by registered mail.

Frank Bishop, president of the federation, in his opening address, said the foundation of success of a mutual company is the individual underwriter's ability competently to judge risks.

The insurance industry recently has been confronted with new problems through earthquakes, which were the subject of an address by N. H. Heck, chief of the division of terrestrial magnetism and seismology of the Coast and Geodetic Survey. Mr. Heck outlined the government's efforts to meet this type of catastrophe and explained the work which is being done to further the development of construction which will withstand the stresses of earthquakes.

A number of interesting addresses were delivered, including talks on tornado insurance by Jack Knight of the Millers' Mutual of Texas, an interpretation of credit reports by George Roualet, head of the insurance division of Dun & Bradstreet; an exhibition of fire hazards in action by W. H. Rodda, manager of the South Atlantic Adjustment Company; a review of automobile insurance by E. W. Sawyer of the United Mutual, and a survey of supplemental coverage of all types by Everett Van Matre of the Indiana Lumbermen's Mutual.

## New Ideas Should Be Eyed with Caution, Says Hubbard

As the guest speaker at the annual banquet of the insurance buyers division of the American Management Association in Atlantic City, C. T. Hubbard, assistant secretary of the Automobile, brought out the far reaching effect of ideas in a semi-humorous talk. Ideas leading to inventions have revolutionized industry and social conditions. An idea can only be successfully applied to insurance or any other business, said Mr. Hubbard, if it is directed and supported by the ideas of principle, such as good management, constructive ambitions, cooperative effort, good financing, reasonable profits and careful analysis. He warned against the acceptance of revolutionary ideas by an unthinking public. Insurance should guard against irrational proposals by careful analysis and by taking a sound stand. Ideas of research, deductibles, self-insurance, combined coverage, experience rating, social insurance, premium financing, preventive loss service, excess covers and a host of others are prevalent in the insurance business today. No matter how important they may be, they should never eclipse the established ideas of security, sound service, experienced management, skillful knowledge and demonstrated ability.

dent, S. D. McComb, New York City; second vice-president, C. H. Haupt, Elizabeth, N. J.; secretary-treasurer and managing director, F. H. Wentworth; chairman of board, A. T. Bell, Atlantic City; directors: C. W. Johnson, Philadelphia; F. T. Moses, Providence; C. W. Mowry, Boston; D. J. Price, Washington; R. E. Vernon, Chicago.



## VIEWED FROM NEW YORK

By GEORGE A. WATSON

### HARBISON SPEAKS TO BROKERS

Hugh Harbison, assistant secretary of the casualty department of the Travelers, was guest speaker at the monthly meeting of the General Brokers Association of New York City this week. He detailed conditions that induced the issuance of the standard automobile liability policy, and pointed out its many advantages over the form previously used.

\* \* \*

### SUSPEND MINIMUM PREMIUM RULE

The suburban division of the New York Fire Insurance Rating Organization has suspended the minimum premium rule on risks written by the Stock Company Association for the Home Owners Loan Corporation.

\* \* \*

### CONFER WITH EASTERNERS

A. F. Powrie, western manager of the Fire Association, and the new president of the Western Underwriters Association accompanied by Secretary C. F. Thomas is on an eastern trip, contacting with prominent members, discussing with them the problems of the organization and creating good will.

\* \* \*

### SCHAEFER HEADS THE SLATE

O. E. Schaefer has been nominated for president of the New York Board, the election to be held at the annual meeting May 20. B. M. Culver, president America Fore, is chairman of the nominating committee. J. J. Hoey is nominated for vice-president; W. E. Gildersleeve, Jr., for secretary; K. O. Gronau for secretary; W. L. Chambers for treasurer and W. C. Howe for assistant treasurer.

\* \* \*

### C. S. WESTON IN NEW YORK

Charles S. Weston, secretary of the Norwich Union Fire, is visiting the United States head office.

\* \* \*

### EXAMINERS' ANNUAL MEETING

The Fire Insurance Examiners Association will hold its annual dinner-meeting in New York City May 26. In the election of officers members will have two slates to select from, one proposed by the nominating committee favoring J. Stafford, Franklin Fire, as president; W. Moore, North British & Mercantile, as vice-president; E. Jensen, Home, as secretary and D. Howie Hanover, as recording secretary. The opposition ticket will offer George Senn, Yorkshire; E. Wright, Century; H. Heuer, Norwich Union, and J. Mahoney, Pennsylvania Fire, for the respective posts. Mr. Stafford is now vice-president and Mr. Moore recording secretary.

The guest speaker will be former Capt. J. H. Ayers, for several years head of the missing persons bureau of the New York police department.

\* \* \*

### GERMAN OFFICIALS ON VISIT

A group of German company insurance officials and general agents are on a visit to this country, having arrived in New York a few days ago and being on a tour of investigations. They are visiting the home offices of some of the companies such as the Metropolitan Life, New York Life, American Surety, National Bureau of Casualty & Surety Underwriters, Home Fire, Great American Fire, Commercial Casualty, Metropolitan Casualty, Continental Casualty of Chicago, Equitable Life of New York, Federal Life of Chicago, Central Life of Chicago, Fidelity Mutual Life of Philadelphia and others.

They are looking into different phases of the business on this side. They are particularly interested in agency work, selling methods, commissions and brokerage, pensions, taxes, health and accident insurance, group insurance and the

general methods of procedure in different lines. Eleven of the party visited Chicago and were under the guidance of Otto R. Van Laun of the western department of the Hartford Fire, a native German, who came to this country a few years ago. He acted as host and introduced them to a number of company officials. He entertained them at his home last Thursday evening when western department officials of the Hartford Fire and the German consul general were present. Walter G. Schues, assistant chairman of the board of the North German Life of Hamburg, was the spokesman for the delegation in Chicago.

The companies represented in the delegation were the Silesian Fire of Goerlitz, Alliance Stuttgart, Allgemeine Krankenversicherungs Gesellschaft of Berlin; Deutschen Versicherten-Verein, Berlin; Gothaer Life of Berlin, Alte Magdeburger; North German Life, Gotha Life of Berlin; Deutscher Versicherungs Konzern of Berlin. The treasurer of the German Labor Front of Berlin accompanied the party. In addition to New York and Chicago they will visit home offices in Philadelphia and Washington, D. C.

\* \* \*

### NEW OFFICES OFFICIALLY OPENED

The American International Underwriters has officially opened its new offices located at 111 John street, New York. The new quarters comprise the entire 22nd floor and are ample to house the entire organization in the metropolitan area. C. J. Smith, vice-president American Asiatic Underwriters in Shanghai, G. A. Moszkowski, chairman of the A. I. U., and R. J. Chapman, Jr., vice-president, were the hosts at the housewarming, which was attended by about 400. Mr. Smith is visiting this country for a few months.

Formerly located at 80 William street, the company has found it necessary to enlarge its quarters to accommodate their increasing business. The American International Underwriters Corporation has affiliations and connections in all principal parts of the world.

\* \* \*

### LOSS EXECUTIVES DINNER, OUTING

The Eastern Loss Executives Conference is to have a dinner at the New York Athletic Club May 21 and a golf party the next day at the Knollwood country club, White Plains. This will be the fifth anniversary of the organization. Special guests at the dinner will be F. W. Koeckert, U. S. manager of the Commercial Union and president of the National Board; P. B. Sommers, president of the American and vice-president of the National Board; W. E. Mallalieu, general manager of the National Board, and Paul L. Haid, president Insurance Executives Association. A. G. Whitelaw, president of the conference, is in charge of arrangements for the golf party.

A. N. Wallace of Marengo, Ill., was host at a chicken dinner to business men and representatives of companies in his agency celebrating his fifth year as sole owner.

### Reciprocal Policyholders Sued in Dispute on Claim

JACKSON, MISS., May 13.—The Tallulah Ice & Cold Storage Co., Lake Providence, La., has filed suit in the Washington county chancery court against the Reciprocal Exchange of Kansas City and some 40 Mississippi assured of the exchange to collect a \$30,000 fire loss claim on which the Reciprocal Exchange has denied liability.

# 1794

# 1936

**THE INSURANCE COMPANY**  
**OF THE**  
**STATE OF PENNSYLVANIA**  
**PHILADELPHIA, PA.**

### ANNUAL STATEMENT December 31, 1935

Reserve for Unearned Premiums . . . . .	\$1,809,635.22
Reserve for Losses Under Adjustment . .	149,175.40
Reserve for Taxes and all other Claims . .	134,629.82
Contingency Reserve . . . . .	100,000.00
CASH CAPITAL . . . . .	1,000,000.00
NET SURPLUS . . . . .	1,424,295.41

TOTAL ASSETS . . . . . \$4,617,735.85

SURPLUS TO POLICYHOLDERS \$2,424,295.41

**Acquire**  
**THE OLD "STATE OF PENN"**

## To The Man Who Would SUCCEED

We offer an unusual opportunity to the man who is trying to get on his feet . . . to establish himself in a business that will grow . . . profitably . . . with the years. Our representatives know that the company cooperates with its agents in every respect, is financially stable and makes prompt payment of just claims. If you are interested in association with the Reliable Fire Insurance Company with its sound principles of business, we invite you to write . . .

Wm. F. Kramer, Secretary

An Independent Ohio Company with a Current Surplus to Policyholders of \$1,106,093.39.

**RELIABLE**  
**Fire Insurance Co.**  
**OF DAYTON, O.**

Special Agents for Ohio

Harry J. Favorite  
R. E. Metzger

For Indiana  
C. R. Dobbins

For West Virginia  
Fred C. Campbell

## EDITORIAL COMMENT

### Standing by the Standards

AN official of a company that is not a member of some of the jurisdictional fire insurance organizations takes us to task for a recent editorial in predicting that probably the next important step so far as the organization companies is concerned would be to devise some plan whereby they could give greater recognition to the desirable risks of a class and not allow the cream of the business to be skimmed off by those that give preferential rates or other perquisites. The term "organization companies" was not necessarily intended to refer to those that belong to the company organizations but the implication in the editorial was that the organization companies would probably be more flexible so that they could have some of the cream as well as the skimmed milk and this applied not only to fire insurance and its allied lines but to casualty as well. There are some companies not belonging to the organizations that are just as orthodox and rigid in their underwriting procedure and observance of rates as the members of or-

ganizations. Some of these outsiders are even more circumspect than companies in the fold.

In our comment we were referring to the acknowledged fact that companies that do follow a prescribed course, either bound by the rules and regulations of an organization or by their own underwriting policy, which observe the standards, are at present placed at a disadvantage where snipers are at work. Some companies take advantage of those that do religiously cling to the established rules and rates. So far as fire insurance is concerned, "organized companies" would be regarded as those which are members of and uphold local board rules or the standards established by those who must realize insurance cannot be sold below cost and the industry thrive. There are certain economic and underwriting principles that are regarded as the fundamentals of stock insurance. Where these are disregarded, disorder follows. Local boards can be depended on to champion right practices.

### George D. Webb—A Constructive Force

THE death of GEORGE D. WEBB of Chicago removes from the active ranks of casualty and surety general agents one of the most outstanding and useful men in the business. Being a profound student of the business and mastering its details as well as its wider aspects, he spoke with authority. Mr. WEBB kept a broad view of the field and had the faculty of looking at a subject from various standpoints. Therefore he was welcomed into conferences with companies as well as general agents.

In the early days when the NATIONAL ASSOCIATION OF CASUALTY & SURETY AGENTS was organized, there was a group of general agents who were pioneers in organization work, the most notable being WILLIAM GILMORE of Boston, G. ARTHUR HOWELL, Atlanta; JOHN M. MORRISON, Chicago; W. G. WILSON, Cleveland; THOMAS F. DALY, Denver; C. H. HOOD, Minneapolis; WADE FETZER, Chicago; FRED L. GRAY, Minneapolis; GEORGE A. GILBERT, Chicago; and Mr. WEBB. With the death

of Mr. WEBB, Mr. FETZER is the last of that noble band which contributed so much to this organized activity of the business.

In later years Mr. WEBB accomplished even more through conferences with his fellow general agents and with company officials. There was never an important call when the NATIONAL ASSOCIATION OF SURETY & CASUALTY AGENTS was to be represented that he was not on hand. In these later years, aside from Mr. WEBB, the late W. G. WILSON of Cleveland, JAMES W. HENRY of Pittsburgh, CHARLES H. BURRAS of Chicago, THOMAS E. BRANIFF, Oklahoma City, WADE FETZER of Chicago, played leading roles.

Mr. WEBB represented what might be called the old-time general agency which had a rather extended territory; in fact, it was the head office in many respects in that his agency did underwriting and inspection work and supervised the business in a most efficient way.

### Workmen's Compensation Conditions

AT THE present time, workmen's compensation business, especially that which will pass muster is being accepted by companies with the usual underwriting restrictions. Companies find that under present conditions these risks can be handled with profit, although the workmen's compensation class as a whole for many years has been "in the red." Now companies

are seeking the better class of business, and especially with the increase in premium returns and the effects of the more rigid requirements that were made in the past, it is no longer an accommodation line, so to speak.

However, this very condition of improvement may lead to its retrocession again because with the pressure of compe-

tition both companies and agents may abuse the privilege, grant preferential rates and other perquisites so that profits may be eliminated. It would be a most desirable condition to have workmen's compensation at least break even. Companies then could make some profit on their investments. At the present time companies with careful underwriting departments that are following rather strictly the rules are even making a profit on underwriting. It would

seem that a real opportunity exists in the agency field to swing compensation into the profits column but the moment tunneling under the structure begins it is a sign of peril. Both companies and agents have a responsibility in keeping the compensation class on a basis where its offerings will be taken on their own merit.

It has been a nightmare but with its present status it has become far more desirable. Keep it that way!

## PERSONAL SIDE OF BUSINESS

**B. P. Carter** of the Richmond general agency of Gordon, Brown & Carter after returning home from the annual meeting of the American Association of Insurance General Agents in Little Rock in April, was confined to his home until just a few days ago when he started visiting his office for a brief period each day. He was president of the general agents association and presided with difficulty, due to a leg infection. Complications developed following the meeting.

**R. W. Forshay** of Anita, Ia., was in Chicago visiting western department officials of the companies in his office. He is president of the Iowa Association of Insurance Agents and is one of the younger men in his state, who is coming rapidly to the front as a leader.

**B. S. Tipton** of the local agency of Falconer, Dunbar & Tipton of Toledo sailed Tuesday on the "Normandie" for England where he will confer with English authorities on occupational diseases. The firm is district manager for the Aetna Casualty & Surety and Aetna Life.

The **Meade Investment Company** of Topeka, one of the outstanding agencies in Kansas, is celebrating its 15th anniversary and has published a 10-page booklet, giving a short history of the organization.

The agency, which has 55 local agents in Kansas and which is a leading general agency in the state for automobile, public liability and property damage, was founded by Holmes and Lakin Meade, brothers, May 21, 1921.

**William Quaid**, vice-president Southern Fire, and **C. Arthur Borg**, advertising manager Home of New York group, after enjoying southern hospitality in Birmingham last week are attending the Nebraska agents' convention this week. Next week they will be in Hot Springs for the Arkansas convention and the week following in Fort Worth for the Texas meeting.

Music and photography are the favored hobbies of **James Wyper**, vice-president of the Hartford Fire, in both of which divisions of art he can qualify as an expert. He has been known to travel for hours in order to get the right setting for a desired picture, sparing no pains in developing the negative, with the result that his art collection is the envy of many professionals.

**Arthur M. O'Connell**, manager of the Eureka-Security Agency at Cincinnati, who among his other achievements has been prominent in neighboring theatri-

cals and is expected to be a bridegroom shortly, received an unusual birthday present recently. While he was calling at the neighboring Thomas E. Wood agency, Mr. O'Connell's secretary advised him by phone that three people were waiting in his office. Hurrying back, he discovered three live ducks and a bushel of cracked corn on his desk. The ducks are now domiciled at Mr. O'Connell's home and the corn, presumably, has been consumed.

**T. P. S. Brown**, 74, one of the most prominent insurance brokers of San Francisco for many years and prominently identified with the San Francisco Insurance Brokers Exchange, died at his home there. He had served as vice-president of the Brokers Exchange for several terms as well as chairman of a number of the more important committees.

**Oscar C. Gleiser**, New York City, secretary in charge of the western department of the Commercial Union group, was called to Chicago owing to the death of his mother, Mrs. Hannah E. Gleiser, 78 years of age, widow of Conrad Gleiser.

**Walter F. Beyer**, vice-president Home of New York in charge of automobile business, has been on a visit to the Pacific Northwest, and was the guest of W. B. Rasmussen, state agent, with headquarters at Portland.

**Matt T. Mancha**, president of the Matt T. Mancha agency of Los Angeles and nationally known as a local agent for many years, was presented a gold medal by the Continental in recognition of 25 years' representation of the company. He is a former president of the California Association of Insurance Agents.

**Robert E. Israel**, head of a prominent Wichita (Kan.) agency which he operates in his own name, was elected mayor of Wichita by his fellow commissioners. Mr. Israel, who holds membership in the Wichita Insurors, is serving his third year on the city commission.

Many years ago **J. O. (Joe) Dye** was state agent in Ohio for the Royal, along with Henry Fowler of the Home, Walter H. Sage of the German American, W. H. Daniel of the Northern, Cyrus Woodbury of the Queen, "Dick" Huggard of the Springfield, and others. Mr. Dye went to the German American when W. H. Sage became western general agent and later went to New York as manager of the Rochester German Underwriters. Today he is living in dignified retirement at his old Ohio



## THE NATIONAL UNDERWRITER

PUBLISHED EVERY THURSDAY

Published by THE NATIONAL UNDERWRITER CO., Chicago, Cincinnati, New York. PUBLICATION OFFICE, 175 W. Jackson Blvd., CHICAGO. Wabash 2704.

**E. J. WOHLGEMUTH**, President  
**LEVERING CARTWRIGHT**, Asst. Man. Editor

**C. M. CARTWRIGHT**, Managing Editor  
Associate Editors: **F. A. POST**, **C. D. SPENCER**, **D. R. SCHILLING**

**H. J. BURRIDGE**, Vice-Pres.

Associate Managers:

**JOHN F. WOHLGEMUTH**, Secretary

**W. A. SCANLON**, **G. C. ROEDING**, **O. E. SCHWARTZ**

**CINCINNATI OFFICE**—420 E. Fourth St., Tel. Parkway 2140. **Louis H. Martin**, Mgr.; **Curtis C. Crocker**, Vice-President.

**HARTFORD OFFICE**—Room 502, 18 Asylum St., Telephone 7-1227. **R. E. Richman**, V. P. **DES MOINES OFFICE**—325 Insurance Exchange, Tel. 44417. **R. J. Chapman**, Res. Mgr.

**NEW YORK OFFICE**—1200-123 William St., Tel. Beekman 3-3958. **Editorial Dept.**—**G. A. Watson**, Assoc. Ed.; **R. B. Mitchell**, Asst. Ed. **Business Dept.**—**N. V. Paul**, Vice-Pres.; **W. A. Spiker** and **J. T. Curtin**, Resident Managers. **DALLAS OFFICE**—1215 Kirby Bldg., Tel. 2-4491. **Fred B. Humphrey**, Res. Mgr.

**SAN FRANCISCO OFFICE**—507-8-9 Flatiron Bldg., Tel. Kearny 3054. **F. W. Bland**, Res. Mgr.; **Miss A. V. Bowyer**, Pacific Coast Editor.

**DETROIT OFFICE**—1015 Transportation Bldg., Tel. Randolph 3994. **A. J. Edwards**, Res. Mgr.

**PHILADELPHIA OFFICE**—1127 Fidelity-Philadelphia Bldg., Tel. Pon. 3706. **W. J. Smyth**, Res. Mgr.

**ATLANTA, GA., OFFICE**—Trust Company of Georgia Bldg., Tel. Walnut 5867. **W. M. Christensen**, Res. Mgr.

Subscription Price \$4.00 a year; in Canada \$5.00 a year. Single Copies, 20 cents. In Combination with Life Insurance Edition, \$5.50 a year; Canada, \$7.50. Entered as Second-class Matter April 25, 1901, at Post Office at Chicago, Ill., Under Act March 3, 1879.



home at Urbana, with a trip to Florida in the winter time. Once in a while "Dick" Huggard, one of the few old timers left, drops over to Urbana for a visit with his old friend "Joe." Mr. Dye was for many years one of the best-posted field men in Ohio, and paid particular attention to political matters. His brother, T. E. Dye, is still chairman of the state Democratic committee, and lives at Urbana.

C. T. Hughes, Hughes & Edwards agency, Newport, Ky., recently observed his 50th anniversary in the insurance business with a reception at the Newport Masonic Club which 300 attended. He started as a solicitor for Alexander Creutz, taking over the agency when Mr. Creutz died. He is 72. He has represented the Phoenix of Hartford 30 years.

The wedding of Albert B. Eckes, who is associated with his father in the Henry Eckes agency, Cincinnati, and Miss Veronica A. Herschede has been set for May 19, at the Church of the Annunciation, Cincinnati.

John S. Cutter, local agent of Shenandoah, Ia., and secretary of the Iowa Association of Insurance Agents, is taking a conducted tour to London next month. Mr. Cutter for several years has been organizing tours to visit various places in this country and throughout the world.

C. C. Jones, chairman of the Kansas City F. & M., and president of the R. B. Jones & Sons agency of Kansas City, is planning to leave June 18 with Mrs. Jones for an extended business and pleasure trip to London and Europe.

Paul McKown, manager of the production department at the head office of the St. Paul F. & M., has returned from a two weeks' trip in Alabama, Tennessee and Kentucky. He has been at the annual meeting of the Alabama Association of Insurance Agents in Birmingham. On his way back he conferred with representatives of his company at Louisville.

F. W. Standart, head of the Denver general agency of Standart, Main & Brewster, accompanied by Mrs. Standart, sailed for England on the Berengaria. They expect to return on the Queen Mary.

Frank Yetka, Minnesota insurance commissioner, who was injured in an automobile accident as he was going to his home at Cloquet, Minn., has been able to leave the hospital and is now at his home. He will not be able to be at his office for some weeks. He had a very severe jolt.

Lieut. Col. George L. Dutton, special agent Great American fleet, represented Governor Charles Martin of Oregon at the annual convention of the Reserve Officers Association in Portland.

J. R. Gardner of the Merchants Fire, Denver, has returned to the home office following a trip to Honolulu. He was there and on the coast since Feb. 15.

John R. Hastie, 53, special agent Home of New York for western Massachusetts, New Hampshire and Vermont, died in Springfield, Mass. He was always to be found at gatherings of insurance men in his field and usually added to the gaiety with Scotch songs. A native of Scotland, he came to America to become a reporter on the Brooklyn "Times." He entered the insurance field through the New York Suburban Exchange and later was with the Indiana Inspection Bureau. He went to New England in 1920 as inspector of scheduled rating in the New England Insurance Exchange and assisted in the application of the Dean system. In 1924 he was appointed special agent of the Home.

## Will Be Host



ROBERT COLLIER HOSMER

It would be an odd annual convention of the New York State Association of Local Agents to be held at Syracuse if the Excelsior Fire of that city did not act as host at a luncheon. Robert C. Hosmer will do the needful this year and next Tuesday he will sit at the head table and be host to the members and guests at a luncheon.

## INSURANCE STOCKS

By H. W. Cornelius, Bacon, Whipple & Co., 135 So. La Salle St., Chicago, at close of business May 11, 1936.

	Par	Div.	Bid	Asked
Aetna Cas. ....	10	3.00*	98	102
Aetna Fire ....	10	1.60	53	55
Aetna Life ....	10	.80	34	36
Agricultural ...	25	3.00	81 1/2	83 1/2
Amer. Alliance..	10	1.20*	25	26 1/2
Amer. Equitable.	5	1.05*	30	32
American (N. J.)	2.50	.50	14	15 1/2
Amer. Surety ...	25	2.00	47	49
Automobile ....	10	1.20*	36	38
Boston ....	100	21.00*	655	675
Camden Fire ...	5	1.00	21	22
Contl. Casualty..	5	1.00	24 1/2	25 1/2
Contl. Ins. ....	2.50	1.45*	38	39
Cum. & For. Com.	10	.85	30	32
Fidelity & Dep..	20	2.25*	95	97
Fidelity-Phen. ..	2.50	1.45*	40	41
Fire Assn. ....	10	2.50*	75	78
Fireman's Fund.	25	4.00	96	98
Fireman's F. Ind.	10	...	30	33
Firemen's (N. J.)	5	...	10	11
Franklin ....	5	1.20*	31 1/2	33
Glens Falls ....	5	1.60	41	43
Gl. & Rut. (com.)	25	...	40	44
Gt. Amer. Fire..	5	1.20*	28	29
Gt. Amer. Ind..	1	.15	9	11
Halifax Fire ...	10	.90**	22	24
Hanover Fire ...	10	1.60	38	39
Harmonia Fire..	10	1.20*	26	27
Hartford Fire ..	10	2.50*	73	75
Home Fire & M..	10	2.00	48	50
Home (N. Y.)...	5	1.20*	35	37
Ins. Co. of N. A.	10	3.00*	70	72
Merc. Assur. com.	2.50	1.25*	55	58
Monarch Fire ...	5	...	5	6
Natl. Cas. ....	10	.80	17	18 1/2
Natl. Fire ....	10	2.00	71	74
Natl. Liberty ...	2	.30*	9	10 1/2
Natl. Union ....	20	2.50*	128	131 1/2
New Am. Cas... 2	...	...	11 1/2	12 1/2
New Brunsw. F.	10	1.30*	31 1/2	32 1/2
New Hamp. ....	10	1.60	44	46
New York Fire..	5	.60	19	20
Northern (N. Y.)	12.50	4.00*	97	101
North River ...	2.50	1.00*	24	26
N. W. Natl. Cas.	2.50	.10	6	7
N. W. Natl. Fire	25	5.75*	128	133
Ohio Cas. ....	50	4.00	85	...
Pacific Fire ....	25	4.25*	128	130
Phoenix, Ct. ....	10	2.50*	87	89
Prov. Wash. ....	10	1.25*	39	41
Republic, Tex..	10	1.00	23	25
Security ....	10	1.40	37	39
Southern Fire ..	10	1.20	25	27
Sprgld. F. & M.	25	4.75*	130	133
St. Paul F. & M.	25	7.50*	205	210
Travelers ....	100	16.00	575	590
U. S. Fire ....	4	1.70*	50	52
U. S. F. & G...	2	...	14	15
Westchester Fire	2.50	1.40*	35	37

\*Includes extra.  
\*\*Canadian funds.

## Denver Meetings Scheduled

DENVER, May 13.—The supervisory committee of the Rocky Mountain Fire Underwriters Association will meet June 8-9 and managing committee of the Mountain States Inspection Bureau June 10.

## GULF INSURANCE COMPANY

Rated A+

Policy Holders' Surplus Over \$2,000,000.00

## ATLANTIC INSURANCE COMPANY

Rated A+

Policy Holders' Surplus Over \$400,000.00

Offer Unexcelled Facilities in

Fire, Tornado, Automobile (including Liability), and Plate Glass

Address the Home Office

DALLAS, TEXAS

E. L. Flippen  
President

G. G. Sheerin  
Vice-President

T. R. Mansfield  
V. P. and Sec.

## NORTHERN INSURANCE COMPANY OF NEW YORK

EIGHTY-THREE MAIDEN LANE  
NEW YORK

## STATEMENT AS OF DECEMBER 31, 1935

### ASSETS

Real Estate .....	\$ 32,669.65
Mortgage Loans .....	63,600.00
*Bonds .....	3,940,839.00
*Stocks .....	4,960,938.00
Premiums in Course of Collection (Not 90 days overdue).....	675,489.07
Interest Accrued .....	39,919.46
Cash on Deposit and in Office.....	927,884.84
Missouri Premiums Impounded.....	79,824.88
Reinsurance Recoverable on Paid Losses.....	3,897.18

†\$10,725,062.08

### LIABILITIES

Unearned Premium Reserve.....	\$ 4,127,240.71
Unadjusted Losses .....	269,810.50
Reserve for Taxes and Other Claims.....	300,000.00
Missouri Impounded Premiums.....	77,583.16
Capital Stock .....	\$1,000,000.00
Net Surplus .....	4,950,427.71
†Surplus to Policyholders.....	5,950,427.71

\$10,725,062.08

\*Valuations on basis approved by National Convention of Insurance Commissioners.

†On the basis of December 31, 1935, Market Quotations for all Bonds and Stocks owned, this Company's total admitted Assets would be increased to.....\$10,807,182.08 and Surplus to Policyholders.....\$ 6,032,547.71 Securities carried at \$66,090 in above statement are deposited as required by law.

# FIRE INSURANCE NEWS BY STATES

## MIDDLE WESTERN STATES

### License Issue in Wisconsin

**Companies Concerned Because of Mortensen's Demand That Multiple Certificates Be Obtained for Solicitors**

The fire companies and the larger agency operators in Wisconsin are concerned because of the demand of Commissioner Mortensen of Wisconsin that licenses be procured for solicitors for every company in the agency to which the solicitor is attached. In the past the practice has been to have the solicitor licensed by only one company.

Mr. Mortensen bases his demand upon an amendment that was enacted last year to Sec. 200.13. This amendment was obtained by the life insurance interests. It was not a departmental measure. The intent was to provide for licensing of non-resident life insurance brokers. Inasmuch as the word "broker" was used in designating a non-resident operator, the word "broker" was inserted in the section in another place, which now reads: "A separate certificate shall be required for each company represented by an agent 'or a broker' and for each member of the firm." Mr. Mortensen construes the new wording to mean that brokers or solicitors must provide themselves with a license for each company represented in the agency for which they may act as a broker or solicitor.

#### Would Impose Heavy Burden

The matter is of considerable importance. For instance, an agency that represents 20 companies and has 50 solicitors in the office would be required to purchase 1,000 certificates. Although the fee for solicitor's license in Wisconsin is only \$1, the actual charge would be \$2 in most cases because of the retaliatory provision. In about 30 states the fee for solicitors' licenses is \$2 and companies domiciled in such states would have to pay \$2 for solicitors' licenses in Wisconsin.

The companies as a general proposition are disinclined to license solicitors and give them power to find the company inasmuch as the solicitors are strangers to the company. Many of them are clerks in the agency who bring in a little personal business.

#### Tekamah Suit Withdrawn

TEKAMAH, NEB., May 13.—B. R. Harris, local agent, who filed suit against the city of Tekamah, asking that certain insurance policies held by the city be nullified, has withdrawn his suit "without prejudice."

He alleged that the city had accepted a policy issued by the Employers' Liability, written through Mayor A. M. Anderson and Lloyd Lawrence, water commissioner, members-owners of the Anderson & Lawrence agency.

He also alleged that a liability policy on the two city fire trucks was written by the Tekamah Investment Company, represented by E. I. Ellis, city treasurer, and Orville Chatt, city attorney. He charged the officials with a conspiracy to prevent other agents from getting city business.

#### Improved License System

The Kansas insurance department has instigated a more efficient system for issuing local agents' licenses. Instead of requiring a card for each agent signed by a company official, the new requisition has spaces for 90 agents' names, requiring only one signature. The new license cards are small enough to be carried in an ordinary billfold.

### Grand Rapids Acts as Host

**Local Agents Will Entertain the Officials and Governing Committee of the State Body**

The Grand Rapids Association of Insurance Agents will be host Friday of this week to the officers and governing committee of the Michigan Association



J. S. CROSBY, JR.

of Insurance Agents at a banquet. J. S. Crosby, Jr., president of the Grand Rapids Association of Insurance Agents, will preside and give the welcome. Joseph W. Mundus of Ann Arbor, president of the Michigan association, will speak to that body. George W. Carter, local agent at Detroit, will speak on the retrospective compensation rating plan.

The entertainment committee of Grand Rapids agents consists of G. Earle McVoy, chairman; H. L. W. Bowles, H. P. Hugenholtz, H. L. Jones, Chris Ten Broek and Charles Watkins.

### Northeast Kansas Agents to Meet in Kansas City, Kan.

Agents of the northeastern Kansas district will meet in Kansas City, Kan., May 15. It will be the first in a series to be held by the Kansas Association of Insurance Agents, according to Harry Tinklepaugh of Tinklepaugh & Lind, vice-president.

J. D. Gilmore, Independence, president of the association; Otto A. Ramseyer, North America state agent in Missouri and Kansas; George T. Fisher of Salina, executive committee member; H. P. Ausherman, Kansas Inspection Bureau, and Wade Patton, Hutchinson, secretary of the association, will attend and speak.

#### Other Meetings Planned

Mr. Fisher will discuss the state manager plan for the association, with a paid executive secretary. Local agents from Atchison, Leavenworth, Topeka, Lawrence, Paola, Osawatamie and Olathe will attend. A similar regional meeting will be held May 21 at Independence for southeastern Kansas agents.

A regional meeting of the fourth district of the Kansas Association of Insurance Agents will be held in Newton May 18-19, the program being sponsored by the Hutchinson Board. While a board has existed in Newton for several years, it has not been affiliated with

the state or National associations and only three members belong to the Kansas association.

#### Bureau Heads at French Lick

The managers of the various inspection bureaus from the middle western states are gathered at French Lick Springs, Ind., this week for their annual get-together.

#### Feydt Heads St. Louis Group

ST. LOUIS, May 13.—Julius S. Feydt, Jr., was elected president of the Associated Fire Insurance Agents & Brokers of St. Louis at the annual meeting. Other officers are: Vice-president, William Eichensner; treasurer, G. S. Metcalfe; secretary, R. E. Doering.

#### Open Forum at Wichita

WICHITA, KAN., May 13.—President John H. Burns, Jr., presided at the meeting of the Wichita Insurers, which was featured by an open forum discussion of various coverages and forms led by Charles K. Foote. W. A. Corrigan, who recently joined the Wheeler, Kelly, Hagny Agency following several years with the Wichita office of the Employers group, was introduced.

June 18 has been set for the annual outing, to be held at Sunnyside Springs. As usual all offices will close for the afternoon. The committee includes Duane T. Stover, Howard Snyder and Lee Webb. Over 200 employees, families and guests are expected, including a number of field men.

#### Reports on Hutchinson, Kan.

In a report on Hutchinson, Kan., the National Board states the water supply works are adequate and generally reliable. Good amounts are available in most centrally-located districts. The fire department is generally effective, but lacking in men, apparatus and training. There is no fire alarm system, the public telephone service being used.

In the principal mercantile district, mutually exposing weak construction in large areas makes group and block fires probable, but these should not cross the wide street. The hazard in industrial plants is local but severe.

#### Purpose of Milwaukee Group

A group of Milwaukee agents have formed an insurance committee to provide insurance information for the Milwaukee Association of Credit Men and to assist the insurance educational campaign of the National Association of Credit Men. W. C. Bradt of the Julius Bacher agency is chairman and the original members include C. J. Schwartz, G. H. Russell Agency; H. B. Leedom, Leedom, O'Connor & Noyes; George Hoff, Hoff & Goetz; Frederick Kasten, Blatz & Kasten, and W. B. Calhoun, former president of the National Association of Insurance Agents.

#### Conditions at Battle Creek

The engineers of the National Fire Protection Association report generally favorable conditions at Battle Creek, Mich. Fire prevention instruction is provided in all the schools and an effective home inspection campaign by school children is sponsored by the fire prevention committee of the chamber of commerce.

#### Honor Hutchinson Veteran

HUTCHINSON, KAN., May 13.—The Hutchinson Insurance Board has voted D. A. Moore, veteran agent who has retired after 49½ years in business here, a life membership and voted Edward Fraley, who purchased the Moore Agency, into membership. Mr. Moore was the dean of Hutchinson agents, fol-

### Saginaw Fire Station Is Held to Be Fire Hazard

SAGINAW, MICH., May 13.—This city the past week had the somewhat mortifying experience of receiving a peremptory order from Charles V. Lane, assistant state fire marshal, to tear down the No. 1 downtown fire station because it is a "fire hazard" in the business district. The old station has housed the headquarters fire company since 1866 but it has been in bad condition for years and has been the subject of previous correspondence with the fire marshal's office.

lowed closely by Will S. Thompson, who paid tribute to Mr. Moore for his years of service from the "horse and buggy" days to the present. The new uniform contents form No. 34 was informally discussed. President Charles Long presided. Plans were discussed for the annual "stag" picnic of the board. New officers are to be selected from a new executive committee of five which will be elected at the next meeting.

#### Plans for Illinois Meeting

F. J. Budelier of Rock Island, president of the Illinois Association of Insurance Agents, and Shirley E. Moisant of Kankakee, secretary of the association, were in Chicago this week conferring with Rockwood Hosmer and other leaders of the association in that city regarding plans for the mid-year meeting of the association in Decatur, May 26. The program has not yet been completed. The Orlando hotel will be the headquarters. C. C. Nicholson is in charge of arrangements in Decatur.

#### Missouri Rate Situation Pleasing

KANSAS CITY, May 13.—Although agents in Missouri are complaining about the way in which commissions on impounded premiums are being held up, they are pleased that the reduction in rates has remedied the competitive situation so that they no longer have to fight for business uphill against cut rate companies. Agents whose commissions are tied up in state court are not directing their complaints against companies but at the forces preventing final action.

#### Plan for Missouri Convention

KANSAS CITY, May 13.—The Missouri Association of Insurance Agents will hold its annual convention some time in October, according to L. W. Garlicks of St. Joseph, president. Last year the group did not hold a convention, and this spring an attempt to hold a semi-annual gathering was abortive. The association is aggressively promoting local boards, and conducting a drive for new members throughout the state which is proving successful. Approximately 75 new members have been added since the beginning of the year.

#### Debate State Fund at Appleton

APPLETON, WIS., May 13.—State insurance on county property was debated at length by the Outagamie county board of supervisors, but no action was taken.

Frank Lawton, supervisor of the state fund, stressed the solvency of the state fund. Questions were asked by George Beckley and R. E. Carncross, local agents, and several supervisors. Daniel Steinberg, Jr., local agent, maintained that the question is not one of solvency or procedure, but of state encroachment





## COVERING A TERRITORY Thoroughly THE GENERAL AGENTS' WAY -an Excellent Way for YOU!

● An insurance specialist in his territory—that's a General Agent. He knows every step of it, covers it thoroughly, is familiar with local conditions, and is always ready to help you as a Local Agent, and not compete with you. Find out today about the General Agent's way—write the office nearest you or the American Association of Insurance General Agents, Travelers Bldg., Richmond, Va.

### ARKANSAS

Coates & Raines, Inc.  
Little Rock

Trezevant & Cochran  
General Agents Since 1876  
Little Rock

### CALIFORNIA

Edward Brown & Sons

San Francisco

### FLORIDA

Bradfield & Rhudy

Jacksonville

### KANSAS

T. W. Garrett, Jr.

Gen'l Agcy., Inc.

Kansas City

Kansas Underwriters

Wichita

### KENTUCKY

Bradshaw & Weil Gen.

Agcy. Co.

Incorporated

Louisville

### LOUISIANA

Trezevant & Cochran

General Agents Since 1876

New Orleans

### OKLAHOMA

Trezevant & Cochran

General Agents Since 1876

Oklahoma City

### SOUTH DAKOTA

John M. Cogley, Inc.

Sioax Falls

### TEXAS

Trezevant & Cochran

General Agents Since 1876

Dallas

Like a family doctor the General Agent nearest you is worth knowing. It will pay you to become acquainted with him.

on private business. John Balliet, local agent, contended that it was unjust for the state to set the rates for private companies and then underbid them.

Supervisor Long, chairman of the insurance committee of the county board, said the question of justice is involved since the local agents are taxpayers of the county, adding that there is no assurance that the state will not go into competition with other businesses as well as insurance, and that home rule must be cherished.

### Wisconsin Meeting Set

MILWAUKEE, May 13.—The executive committee and officers of the Wisconsin Association of Insurance Agents have selected Kenosha as the place and Oct. 14-15 as the dates for the annual convention.

### Range Association Meets

HIBBING, MINN., May 13.—Ways in which incendiary fires are started and the methods the state fire marshals use in investigating them and obtaining convictions were described by Floyd Farnand, deputy state fire marshal, in an interesting talk before the Range Association of Insurance Agents.

The meeting was well attended by insurance men all over the Iron Range and in addition several field men were present, including P. F. Clark, Paul Zoelzer, George C. Maxwell and George W. Blomgren, all of Minneapolis.

Plans are being formulated to organize an association consisting of agents for territories west of Hibbing as far as Deer river. The next meeting of the Range Association will be held July 11 at Ely, Minn., and will be an outing.

### Milwaukee Board Hears Laffin

MILWAUKEE, May 13.—The Milwaukee Board at its monthly meeting heard an address by H. N. Laffin, assistant counsel Northwestern Mutual

Life, on plans of the \$85,000 business development program of the Milwaukee Association of Commerce. Milwaukee fire companies and agents are closely allied to the association through its fire prevention division, which has accomplished nationally recognized results in prevention work and reduction of fire losses in Milwaukee. L. C. Hilgemann, president of the board, is one of the association speakers and addressed the Cooperative Club at a luncheon today.

### Valparaiso Outing June 11

The annual outing of the local agents association of Valparaiso, Ind., is to be held June 11.

### Opens Life Department

The Mann, Barnum, Kerdolff & Welsh Agency of Kansas City has established a life department with C. F. Edwards as manager. Mr. Edwards has been connected with the Kansas City agency of the Columbian National Life.

### Honored for Long Service

Walter M. Burke, treasurer Kenosha Realty Co., Kenosha, Wis., was presented a gold watch fob in honor of 25 years of service with the Continental by C. E. Hayne, Milwaukee, Wisconsin state agent for the company.

### Middle Western Notes

A. Ben Jones, Western Adjustment Company manager at St. Louis, is the father of a baby boy.

J. L. Walls, 67, Cincinnati insurance and real estate man and prominent in suburban Fruit Hill civic affairs, died.

The Baker Service Co., Dayton, O., has been incorporated by N. S. Talbott, R. E. Cowden, Jr., and E. B. Harrison.

C. M. Thomas, secretary Home Savings & Loan Association, Norborne, Mo., and for 30 years a local agent, died there. His son-in-law, Jack Keller, will continue the agency.

Percy Dudley of Dearborn, Mich., former bank cashier and at one time a prominent agent at Cheboygan, Mich., killed himself with carbon monoxide in Howell city park, Howell, Mich., last week.

## IN THE SOUTHERN STATES

### New Oklahoma Requirements

Stricter Regulations for Applicants for Agency Licenses Announced by State Insurance Board

OKLAHOMA CITY, May 13.—Fire and casualty agents must devote at least one-third of their time to the insurance business to be licensed, according to new agency qualification requirements of the Oklahoma Insurance Board. A soliciting agent must office with or be in the sole employ of a policy writing agent and if his status is changed his license is automatically canceled. Policy writing agents must report such changes immediately to the insurance board. Policy writing agents must maintain a regular insurance office open to the public where the public may obtain proper service in regular business hours. If an applicant has not been licensed for one year or more as an agent, he will have to take an examination covering all kinds of insurance contracts, which the license if granted will permit him to solicit. Examinations will be conducted at least four times a year and a waiting period of not less than 30 days will be required between the date of application and the date of examination. If the applicant has not shown an aptitude in his previous employment or if the license calls for lines upon which he has not had a full year's experience, the board may require an examination.

The insurance board can deny licenses to those it believes contemplate writing insurance principally to secure commissions on personal property or that of relatives or employers. During the year preceding the application for renewal of license, the applicant must

have placed or written a total volume of premiums for other persons in excess of the total volume placed upon his own, relatives' or employer's risks.

### Dates for Oklahoma Agents' Meet Same as Blue Goose

OKLAHOMA CITY, May 13.—The annual convention of the Oklahoma Association of Insurers is to be held in Oklahoma City Oct 13-14, concurrently with the Blue Goose grand nest meeting here Oct. 13-15. The meeting was arranged as a joint good will movement and to stimulate the association's interest in the Blue Goose, according to John D. Saint, manager.

The executive committee officially approved the retrospective rating plan for compensation insurance and decided to launch a campaign immediately for the adoption of a more rigid driver's license law in Oklahoma. A committee of 55 was appointed to conduct the drive.

Paul L. Haid, president Insurance Executives Association, and W. L. Braerton, president American Association of Insurance General Agents, will be invited to speak at the convention.

### Dual Agency Violations in Birmingham Are Cleared Up

BIRMINGHAM, ALA., May 13.—Since the Birmingham Association of Insurance Agents voted to retain its rule against dual agencies, violations of the rule are gradually being cleared up. Arthur Adams, chairman of the grievance committee, reported at the April meeting. In some cases agencies have dropped one of their companies in order

## TIPS of the Month

### MAY



When you deliver a renewal of a Fire Policy, solicit Rent and Rental Value Insurance. Open your sales talk by stressing the fact that the policy you are delivering covers the property damage hazard—and that it covers only that. Then fire away with your Rent and Rental Value barrage.



Next month is the month of brides. That makes May the month in which you should start a drive for insurance covering engagement rings and wedding presents. Boston and Old Colony agents will use the folders "Alluring . . . Coveted" and "Here Comes the Bride" advantageously. Would you like to see these folders and compare them with the ones you are now using? Write us.



The opening of the golfing season means not only a chance to gather some welcome spendable dollars but, in addition, provides the opportunity to demonstrate your type of insurance service to the class of people you would like to have on your books.



This month offers rare possibilities for selling side lines. Side lines can't be sold, you say. There is only one way for you to know whether they can or cannot be sold. That is, visualize their need and call on five or six people who you think should carry the insurance. Any other method is unfair to you and to your customers. Make this test.



In today's highly competitive market, you need fighting helps—if you are to out-light competition. Boston and Old Colony agents are supplied with such help. One example is "The Accelerator," our monthly magazine. It is written for alert, aggressive agents. Every issue carries practical, timely, forcible sales campaigns. Exciting ideas on salesmanship and office management. Small newspaper ads with a big punch. Sales letters that our agents say are "knock outs." "Service cards" that score big with automobile owners. Offers of folders that ring the bell and forecast victory. A sample copy of "The Accelerator" convinces. Sent without charge or obligation. Write us.

**BOSTON INSURANCE COMPANY AND  
OLD COLONY INSURANCE COMPANY**  
87 KILBY STREET, BOSTON, MASSACHUSETTS

### COCHRAN ESTIMATING TABLES

The TENTH EDITION of the Cochran Estimating Tables, used by agents for the quick valuation of BUILDINGS, is now available.

This convenient, pocket size booklet has stood the test of time, and is in use by thousands of agents in the U. S. and Canada.

Price \$2.00 each. Discount for quantities.

**D. G. Hatmaker & Co., Inc.**  
622 Broadway Cincinnati, Ohio

to comply with the rule. A few violations are still being handled by communication with the companies.

At the request of the local board the city of Birmingham has divided its bond business equally among all board agencies representing bonding companies. The city specified, however, that all of the business be placed with the United States Fidelity & Guaranty, which maintains a branch office in Birmingham.

The association has collected information as to the combined purchasing power of its members to be used in combatting competition from out-of-town brokers, mutuals and cut-rate companies. Twenty-two agencies reporting so far to E. P. Rosamond, Jr., secretary, have a combined purchasing power of \$403,440 per year and pay out \$242,292 annually in salaries. These same agencies provide a livelihood for 544 persons, 261 of them directly employed, and the total amount paid in business and home rent per year is \$87,598. A few agencies are yet to report.

### Official Changes Made in Texas Inspection Bureau

DALLAS, May 13.—W. Scott Clark, Travelers Fire, Dallas, was promoted from secretary to president of the Texas Inspection Bureau at the annual meeting held here. He succeeds W. E. Bonner of the Commercial Union. J. O. Smith of Trezevant & Cochran was made vice-president and Don L. Chapman, Fireman's Fund, secretary.

Messrs. Smith and Chapman were added to the executive committee to succeed Mr. Bonner and O. F. Grover, formerly vice-president, who asked to be relieved of executive duties with the bureau because of the pressure of business, while Mr. Clark and M. G. Jarreau of the Great American and Eugene Bullock of the New York Underwriters were continued as members. Only one change was made in the governing committee. C. J. Williams of the North British & Mercantile was elected to succeed W. A. Dailey of the same company.

### Buy Louisville Bank Interest

Albert Reutlinger, president of the Liberty Fire of Louisville, and his associates have purchased the interest of the Liberty National Bank & Trust Co. of that city in the Liberty Fire, amount-

ing to 30 percent. This will give Mr. Reutlinger and his associates working control. The Liberty Fire is an old company organized in 1854. It conducts a local agency also at Louisville.

### Policy Wafted 70 Miles

An interesting story relative to a Phoenix of Hartford windstorm policy issued by the Bass agency of Tupelo, Miss., is being told by Harold M. Grant, special agent for the company in Mississippi and Louisiana.

The policy covered the assured's dwelling and garage, both demolished by the tornado in Tupelo, April 5. At the time the claim was adjusted the assured did not have the policy, as it had been blown away with his personal effects when the storm hit. Nevertheless, the loss was paid at once, Agent Bass obtaining the customary lost policy receipt.

Two days later the assured walked into the Bass agency and handed in a letter from a man in Tusculumbia, Ala., 70 miles distant from Tupelo by air line. In the letter was the lost policy, slightly tattered and torn, and showing the effects of drenching, but still a sturdy contract.

### Arkansas Supplemental Contract

The supplemental contract which has now been authorized for use in Arkansas is the same form that is found in the middle western jurisdictions. There was some discussion as to whether the eastern or the middle western form should be used. The Arkansas people decided that they wanted coverage against smoke damage which is given in the western

form, rather than rental value which is given in the eastern form.

### Mississippi Meet at Greenville

The Mississippi Association of Insurance Agents will convene at Greenville, Miss., the latter part of June, meeting in the Delta for the first time in its 30 years' existence.

President M. W. McLaurin of Laurel and Vice-president H. E. Walton of Ruleville will go out of office at this convention. Ramsay Roberts of Jackson is executive secretary of the association.

### Finance Companies Hit

A bill is pending before the South Carolina legislature to prohibit finance companies from participating in insurance on chattels bought by installment.

A delegation of automobile dealers appeared before the insurance committee of the house to oppose the bill. The measure is being favored by a good many insurance people.

### Southern Notes

W. M. Irvine, veteran Lexington, Ky., local agent, died there of a heart attack.

Miss Mary Benn, for the past ten years control clerk for the Kentucky Actuarial Bureau, will be married June 20.

The Alexandria Underwriters Association, Alexandria, Va., has changed its name to the Northern Virginia Underwriters Association. John G. Graham is president.

W. G. Powell, 61, of the Powell & Maryin agency, Henderson, Ky., died there. He was a brother of H. J. Powell, Louisville general agent Equitable Life of New York in Kentucky, southern Indiana and southern Ohio.

## PACIFIC COAST AND MOUNTAIN

### Dividend Policies Are Barred

Wyoming Supreme Court Upholds Ruling Against Them by Commissioner Ham of That State

The Wyoming supreme court has handed down a decision upholding the ruling of Commissioner Ham of that state in denying the right of the General of Seattle to issue participating policies in Wyoming. The supreme court reversed the lower court.

The decision held that if the General were permitted to issue participating policies, it would be violating both the standard policy law and the rate regulation act. It was pointed out that the legislature prescribed the form of policy to be used, to which might be attached riders, providing they had the approval of the commissioner. The commissioner had a rider presented providing a participating policy of an unknown amount of participation, which he refused to accept. The court upheld his right to make this refusal, the General held that this was an illegal delegation of authority to the commissioner.

### Called Means of Rebating

The commissioner dovetailed the standard policy law into the rate regulation act by stating that a participating policy is actually nothing but a means of rebating. The rate regulation act provides for uniformity of all rates in the class where they are made, which is impossible under any form of rebating.

This case has been in the courts for about 1½ years. The former commissioner originally refused to admit the company to the state because it wanted to issue a participating policy. The company later gained admittance under the standard policy law by going into the supreme court. After the present commissioner came into office, the company submitted a participating endorsement. When the commissioner turned it down,

mandamus action was brought in the lower court on the rider. The attorney-general demurred and the appeal went to the high court on the demurrer.

### Want the Fallen Building Waiver in Mountain States

DENVER, May 13.—The Mountain States Inspection Bureau is considering the possibility of providing for the waiver of the fallen building clause in standard policies and the establishment of proportionate rates. Many requests for such action have been received since the Montana earthquake scare. The same earth fault which caused the Helena quakes is said to extend into Wyoming and a good deal of earthquake insurance has been sold there recently. In cases where the same company writes both fire and earthquake insurance on a building, the fallen building clause is automatically waived but if only fire is carried, under present regulations, coverage automatically ceases when a wall collapses. Some policyholders want the privilege of having coverage after a wall collapses and are willing to pay an increased premium for the protection.

### Officials Visit New Mexico

O. M. Thurber, R. M. Cole and W. J. Cunningham from the head office of the General of Seattle are spending two months in New Mexico on some special work. Mr. Thurber is manager of public relations and safety engineering departments and Mr. Cole and Mr. Cunningham are associated with him. They will not return to Seattle until the end of June.

### Bring in Outside Speakers

SAN FRANCISCO, May 13.—Inaugurating a program designed to broaden the scope of activity and service of the Fire Underwriters Association of the Pacific, President H. L. Simpson has announced a series of "mid-year meetings," which will be devoted to dis-

### Is Made Sole Manager for the Pacific Coast



GEORGE V. LAWRY

George V. Lawry of San Francisco now becomes sole Pacific Coast manager of the Travelers Fire. Carl N. Homer has been co-manager but leaves the Travelers to become manager of the fire department of Swett & Crawford at San Francisco, they being coast general agents for the Charter Oak Fire, a Travelers Fire affiliate. Mr. Lawry had been superintendent of the fire underwriting department in the San Francisco branch of the Travelers Fire before taking the managerial job. He is a former president of the Pacific Fire Underwriters Association. At one time he was connected with the Pacific Board as surveyor, served in Vancouver and Victoria, B. C., and then went to Salt Lake City as district secretary of the Pacific Board. Ten years later he joined the Hartford Fire as special agent and later was assistant general agent in San Francisco. He went with the Travelers Fire there in 1927.

cussion of business "other than insurance" with executives of prominence in other lines as speakers. The first meeting of the new program is being held May 14. Roy L. Pratt, vice-president California Packing Corporation in charge of sales, will discuss "Salesmanship," followed by a showing of his organization's film "The Spirit of '49" depicting the processes of growing, packing, canning and marketing its products.

### Avery Idaho Vice-Chairman

SAN FRANCISCO, May 13.—Inadvertently it was reported that T. J. Craig of the North America was named vice-chairman of the Idaho advisory committee of the Pacific Board. That post is held by Frank M. Avery, Pacific Coast manager of the Fire Association group, who was unanimously re-elected at the meeting here. Mr. Craig, who has been a member of the committee for a number of years, was re-elected a member but not an officer of the committee.

### Tri-State Meet Projected

The Colorado, New Mexico and Wyoming insurance agents associations are considering holding a joint convention this fall, Frank England, Jr., president of the Colorado group, reports. A Rocky Mountain conference committee following a parley of Colorado and Wyoming leaders in Denver now is being tentatively formed. The object would be to handle agents' association affairs from Denver through the Mountain States Inspection Bureau and the Rocky Moun-

### New President



L. J. THOMAS, Dothan, Ala.

L. J. Thomas, president of the Thomas Insurance Agency of Dothan, Ala., new president of the Alabama Association of Insurance Agents, is one of the live wires in his organization. Alabama always gives a good account of itself through its state association.



tain Fire Underwriters Association, Mr. England said.

Postelle Cooper of Deming, N. M., president of the New Mexico Association of Insurance Agents, suggested to Mr. England the idea of a joint annual convention. It was previously proposed that the three states cooperate in holding regular meetings of a special executive committee. No decision has yet been reached on which plan will be carried out.

### J. S. Suydam Retiring

James S. Suydan of Los Angeles, associate manager Home of New York, will retire from active service June 1. He has been with the company about 38 years. His successor will be R. P. McGuire, special agent of the Home in southern California for several years and now promoted to assistant manager of the Pacific Coast department. Mr. Suydan has represented the Home in southern California since 1909.

### Get Piedmont Fire on Coast

Matthews & Livingston, one of the largest marine general agencies in San Francisco, have entered the fire insurance field and have been appointed general agents of the Piedmont Fire.

### San Diego Adjusters Elect

At the monthly meeting of the Insurance Adjusters' Association of San Diego, Cal., these officers were elected: C. P. Linley, associated with E. H. LeBarron, independent adjuster, president; E. E. Elwood, West American, vice-president, and Roy Rice, secretary-treasurer.

urer. Dr. R. C. Lounsbury spoke on industrial dermatology.

### Southern Fire in Colorado

DENVER, May 13. — George W. Beck & Co. has been appointed general agent for Colorado for the Southern Fire of North Carolina, one of the Crum & Forster companies which has just entered Colorado.

### Rush on Coast Trip

O. P. Rush, vice-president Kansas City Fire & Marine, is on the west coast, commuting between San Francisco and Los Angeles. He will be there another three weeks on a combination business and pleasure trip.

### Son Continues Goddard Agency

The agency operated in Ogden, Utah, since 1886 by B. H. Goddard, its founder, who died recently, will be continued by his son, F. K. Goddard, who had been associated with his father for some years past in the conduct of the agency.

The elder Goddard was one of the organizers of the Heber J. Grant & Co. general agency of Salt Lake City before he started his own agency in Ogden.

### Resigns as Special Agent

W. J. Shoemaker, special agent of the John D. Boyle & Co. general agency, Los Angeles, has resigned. He has been with the agency for several years.

A. B. Wadley has opened his own agency in the Union Bank building, Walla Walla, Wash.

Massachusetts Association of Insurance Agents, Gloucester; Past President Edwin J. Cole of the National association, Fall River, and Vice-president Schuyler B. Eddy of the Springfield Board.

### Diamond Jubilee Celebrated

Armstrong-Roth-Cady Have Represented the Liverpool & London & Globe at Buffalo 75 Years

The Liverpool & London & Globe's 75th anniversary in the Armstrong-Roth-Cady agency of Buffalo was properly celebrated. This firm was established in 1861 by C. B. Armstrong, who formed the firm of Fish & Armstrong. Later it became C. B. Armstrong & Co., including the late C. N. Armstrong and A. D. Husted. Later A. B. Armstrong joined the agency and the firm name was changed to Armstrong & Husted. In 1907 a merger of Armstrong & Husted with Edward C. Roth and Cady & Perkins created the present agency firm of Armstrong-Roth-Cady Company.

### Company Honors Agency

F. W. Fiske is president of the agency; E. C. Roth, Manson Fiske, A. Burt Armstrong and L. R. Bissel, vice-presidents. The L. & L. & G. gave a dinner in their honor and Harold Warner, United States manager of the company, presented President Fiske with an illuminated scroll commemorative of the diamond jubilee.

Accompanying Mr. Warner were Eastern Manager C. L. Purdin and Frank E. Jenkins, vice-president of the Queen. Mr. Roth of the firm is an ex-president of the National Association of Insurance Agents.

### Resident Law Is Under Fire

N. Y. Measure Is Before Governor—Attacked by Magrath—Constitutionality Is Being Questioned

Although the resident agency law was passed by the New York legislature without causing much of a ripple in the business, since its enactment it has been a subject of considerable controversy. The bill is now before the governor. New York has been the only state without a resident agency law.

### Magrath Criticizes Law

In addressing a meeting of agents in Long Island, J. J. Magrath of the New York department opened fire on the law by saying: "The agency business comes to a sorry pass when it champions compulsory payment of commission to resident agent laws." He also said: "Agents should avoid the temptation to legislate themselves into the exclusive medium through which

## Will Preside



FOLLETT L. GREENO

F. L. Greeno of Rochester, N. Y., president of the New York State Association of Local Agents, will preside at the annual meeting at Syracuse Tuesday and Wednesday of next week. Mr. Greeno is prominent not only in his state organization but at National association conventions.

the public may buy insurance or the companies sell it."

There has been some comment to the effect that the New York bill may be unconstitutional particularly since it does not specify that it applies to companies licensed in New York state. Resident agency laws are not favored by the companies and at present a test is being conducted of the Georgia resident agent law.

The New York legislature has passed and sent to the governor the bill amending the insurance law in relation to the requirements, qualifications and fees of applicants for brokers' licenses.

### Somerville Asks Rate Cut

BOSTON, May 13. — Representatives of the city of Somerville came before the Massachusetts board of fire insurance appeals in the first instance of an entire community asking for a revision of rates. The city authorities asked that the 5-cent conflagration charge be eliminated, in view of the compliance of the city with recommendations of National Board engineers and the completion of a broad artery of traffic through the city and consequent removal of many old buildings. Secretary Sweetland of the New England Exchange declared the city still had many areas of con-

## EASTERN STATES ACTIVITIES

### Warns on Deals with Lloyds

DeCelles Says That Producers Must Make Choice Between Massachusetts License and Lloyds Contract

SPRINGFIELD, MASS., May 13. — Commissioner DeCelles, addressing some 200 western Massachusetts agents at the annual dinner of the Springfield Board, appeared to find something sinister in the simultaneous departure of James Roosevelt, eldest son of the President; H. W. Fairfield, former president of the Boston Board, and some half dozen other prominent insurance men of Boston and New York, for a summer vacation trip in England and on the continent.

"I have observed with considerable interest," said the commissioner, "that several of our large producers simultaneously have disappeared from the scene in Boston and New York, and it seems quite peculiar that they have all turned up in London at the same time. I do not know whether they are deal-

ing with Lloyds, but, if they are, I warn them to make their choice between a license in Massachusetts and a Lloyds contract. I am serving fair warning in advance. I shall revoke the license of any producer, no matter how big he is, who attempts to write this sort of business."

Commissioner DeCelles said he had become alarmed at the inroads of non-admitted companies in the field of legitimate insurance. He had found some finance companies have been placing Massachusetts finance premiums in non-admitted reciprocals and Lloyds. Also that some of the regular brokers had been placing business through representatives of London Lloyds.

"If the Massachusetts department considered Lloyds of London was a legitimate company," said the commissioner, "and could offer the same kind of coverage as our admitted companies, then I am certain that the department and the legislature would be only too willing to admit it to Massachusetts."

Other speakers at the dinner were President Carroll K. Steele of the

# MARSH & McLENNAN

## Insurance

FIRE  
CASUALTY

LIFE  
MARINE

BOND  
AUTOMOBILE

164 West Jackson Boulevard, CHICAGO

MINNEAPOLIS  
PITTSBURGH  
NEW YORK  
BUFFALO  
DETROIT  
BOSTON

INDIANAPOLIS  
MILWAUKEE  
CLEVELAND  
COLUMBUS  
LONDON

VANCOUVER  
MONTREAL  
WINNIPEG  
PHOENIX  
DULUTH

SAN FRANCISCO  
LOS ANGELES  
PORTLAND  
ST. LOUIS  
SEATTLE  
TULSA

gested frame buildings and was handicapped by the local building ordinance which allowed buildings to be erected five feet from the property line and ten feet from other buildings. The hearing was continued to May 19.

#### Miller Ocean City Speaker

Walter Miller of the North America will be guest speaker at the meeting of the Ocean City (N. J.) Insurance Club May 18 on "Comprehensive Contracts." The organization is planning an all-day outing early in July. A number of prominent insurance executives will be invited.

#### Kill Tax Extension Bill

BOSTON, May 13.—The Massachusetts house after much discussion and controversy refused to accept the "uniform tax law" which would have subjected the full premiums of fire and casualty mutuals to taxation. The joint taxation committee of the house had previously reported adversely on the bill.

At the outset there appeared to be strong sentiment in the house in favor of discarding the present law, which exempts mutual company dividends from taxation, and the bill, adversely reported, was recommitted but finally the adverse report was accepted.

#### New Buyers' Organization

The Insurance Buyers Exchange of New England is in process of formation. About 30 insurance buyers attended the organization meeting in Boston. Alexander Whiteside of the Massachusetts Hospital Life Insurance Company presided. T. E. Brown, insurance manager of Wellington-Sears Company, was elected secretary for organization purposes. The proposal is to hold monthly meetings.

#### Favor Mutuals in Portland

PORTLAND, ME., May 13.—The city manager of Portland has added \$130,000 to the mutuals' share of the city's fire insurance schedule because, as he says, "they worked hard for it and their action brought about a reduction in rate from 87½ to 72½ cents." The new rate was immediately met by the agents of the stock companies, it is understood. Three-year term policies

for \$1,500,000, representing a third of the city's schedule, came due May 1. Some of the city's insurance was placed with the mutuals last year.

#### Washington Assurance in Boston

BOSTON, May 13.—The Washington Assurance of New York has appointed W. H. Brewster & Co. of Boston general agents in this city, with Samuel J. Ginsburg, Inc., formerly representing the company here, as agent for the Washington Underwriters Department.

#### Supervisory Set-up Given

E. E. Heins, general manager of the eastern department of the Fire Companies Adjustment Bureau, announces the supervisory set-up for the branch offices under his jurisdiction.

J. J. McGovern of Pittsburgh will supervise the offices of Pittsburgh, Erie, Altoona and DuBois.

E. F. Rath, Boston, will supervise New Bedford and Worcester, Mass., and Providence and Manchester, N. H.

L. C. Owrey, Baltimore, will supervise Hagerstown and Salisbury, Md., and Charleston, Huntington, Clarksburg and Wheeling, W. Va., in addition to Baltimore.

J. B. Tally, Buffalo, will supervise Buffalo, Rochester, Elmira and Niagara Falls, N. Y.

E. C. Niver, Albany, will supervise Albany, Utica, Syracuse, Malone and Binghamton, N. Y.

J. A. Forsythe, Jr., Harrisburg, Pa., will supervise Harrisburg, Allentown and Reading, Pa.

Wilfred Garretson will continue to supervise the offices of Newark, Jersey City, Paterson and Asbury Park, N. J.

#### Connecticut Agents' Meeting

The mid-year meeting of the Connecticut Association of Insurance Agents will be held at Norwich, June 10.

#### Receive Long Service Awards

A 25-year "long service" gold watch fob has been presented Eber A. Hodge of Danbury, Conn., by the Continental.

Melville A. Taff of Stamford, Conn., has received from the Fidelity-Phenix, a gold watch fob in recognition of 25 years with the company.

## PROVIDENT FIRE INS. CO.

Fire and Automobile Lines

## ROYAL EXCHANGE

ASSURANCE

## CAR and GENERAL

INSURANCE CORPORATION, LTD.

Automobile, Liability and Plate Glass

111 John Street

NEW YORK

## National Inspection Company

Incorporated 1903

This corporation reports on the underwriting aspects of heavy manufacturing and mercantile properties throughout the following states:

Michigan  
Wisconsin  
Minnesota  
Ohio

Indiana  
Illinois  
Iowa  
Nebraska  
Missouri

Kansas  
Kentucky  
Tennessee  
Oklahoma  
West Virginia

Managed by

J. G. Hubbell

H. B. Chrissinger  
178 West Adams St., Chicago, Ill.

R. L. Thiele

## IN THE CANADIAN FIELD

### Holding Off on Separation

No Effort Will Be Made to Enforce the Rule on the Hail Business

There will be no chance to enforce separation in Canada until the end of the hail season, Sept. 15. The outlook was not very bright for a while. The Phoenix of Hartford group, giving notice of its retirement from the Canadian Hail Insurance Association, has decided to remain in the fold and await developments. The Home of New York has been out of the organization for the last couple of years or so. Separation was to be enforced with general agents. Some general agents are representing both organization and non-organization companies. The dyed in the wool Canadian organization people are endeavoring to have companies belong to all the underwriting organizations or none. That is, if they are members of one they must be members of all. The hail outlook in Canada this year is more hopeful.

### Credit Losses Tax Exempted

OTTAWA, ONT., May 13.—The department of national revenue has ruled that insurance agents will be exempted from payment of income tax on losses sustained in the regular course of business through extension of credit to policyholders. Formerly the department

permitted deduction of the commission item only. It now takes the view that it is an established custom for insurance companies to require full settlement of all premiums on all policies issued by them, from their agents, and that it is a universal practice for agents to make settlement.

### Reconsider Mooted Questions

TORONTO, May 13.—The meeting of the Canadian Underwriters Association May 20 at Lake Placid, N. Y., will be the first outside of Canada, and will be a friendly gesture to American members of the association.

Some of the points in the constitution and regulations, dealt with at the meeting in Montreal last December, will be up for reconsideration, in view of objections made by some companies. The Home group gave notice of resignation shortly after the December meeting, but has held it in abeyance. The Dominion of Canada General withdrew.

### Agency Elects Officers

The Union Society of Canada, an agency firm representing life, fire and casualty companies in Quebec and eastern Ontario, with offices at Montreal and Hull, Que., has elected T. Lambert of Hull as president; Lt. Col. Joseph Gravelle of Hull, vice-president, and Joseph Moyeur of Ottawa, a director. W. W. Wilson is managing director, and J. G. Watson, assistant manager.

## MARINE INSURANCE NEWS

### Issue Legal Liability Form

I. M. U. A. Approves Endorsement to Furrier's Customer's Policy Effective Immediately

The Inland Marine Underwriters Association of New York has sent to members an approved form of legal liability endorsement for furrier's customer's policies. Rates must be secured from the organization, members being requested in submitting to advise the furrier's customer's committee as to peak values reported during the year by respective assured, as well as catastrophe limit and limit per garment required under the endorsement. The form is for use on accounts not subject to merit or judgment rating.

The endorsement covers common law or statutory liability as bailee for direct loss or damage to the property insured but only while in location or during transportation covered by the policy. It is agreed there is no coverage for liability assumed by the assured under special agreements. It also does not cover gradual deterioration, moths, etc.; war, invasion, rebellion, etc., or loss or damage to fur stock, that is, new furs held for sale belonging to any subsidiary or affiliate of the assured. In event of loss or damage or any suit brought against the assured under the policy, the assured must give written notice to the company and not admit liability.

#### May Operate as Excess

If there is any other legal liability insurance, whether prior, subsequent to or simultaneous with the endorsement which in absence of the endorsement would cover the loss, the company would be liable under the endorsement for no more than the excess over and above the other insurance.

It is intended to fit situations such as the customer leaving furs with a furrier and valuing at less than actual value, then when loss occurs claiming the furrier was negligent and the limits in the customer's receipt not applicable.

For instance, an employee having access to the furs or delivering them might not have been bonded or might be a minor; premises might be left unlocked or any one of a number of causes occur which might give the customer cause of action at law.

### War Risk Rates Are Cut

NEW YORK, May 13.—War risk rates have been lowered since the close of the Ethiopian war. Shipments to or from or via the Mediterranean or Red Sea except those loaded or discharged at Italian ports are scheduled at 5 percent for war waterborne only and 2½ percent additional for strikes, riots and civil commotions. The former rate was 15 percent. Shipments from the Far East via the Cape of Good Hope to North America are now 1 percent. This same rate applies to all other shipments except those from Italy or Italian possessions where 10 percent and 2½ percent are quoted. Additional charge for

D. F. Broderick  
Pres.

C. M. Verbiest  
V. P.-Secy.

L. G. Goodrich  
V. P.-Treas.

**D. F. BRODERICK**  
INCORPORATED

INSURANCE EXCLUSIVELY

DETROIT CHICAGO NEW YORK  
SAN FRANCISCO

### Reduce Insurance Rates

Recommend  
**JUSTRITE OILY WASTE**  
AND SAFETY CANS  
Approved and Labeled by the Underwriters Labor-  
ories and Associated Factories Mutual Insurance Co.  
**JUSTRITE MANUFACTURING COMPANY**  
2007 SOUTHPORT AVE. CHICAGO, ILL.



# INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

## ALABAMA

**BRADLEY, BALDWIN,  
ALL & WHITE**  
21st Floor Comer Building  
Birmingham, Alabama

**LAW OFFICES OF  
Coleman, Spain, Stewart  
& Davies**  
706 to 719 Massey Building  
Insurance Attorney  
Birmingham, Alabama

**HENRY C. MEADER**  
First National Bank Bldg.  
Montgomery, Ala.

Equipped for Investigations and Adjustments, Settlement of Claims, Trial of all Insurance Cases in State and Federal Courts in Central and Southern Alabama.

## ARKANSAS

**WARNER & WARNER**  
Merchants Bank Bldg.  
Fort Smith, Arkansas

Representing U. S. F. & G. Co.; Standard Acc. Ins. Co.; American Surety Co.; Continental Casualty Co.  
Equipped for investigation, adjustments and settlement of all claims. Trial of all cases in State and Federal courts in Western Arkansas.

**COCKRILL, ARMISTEAD  
& RECTOR**  
Southern Building  
Little Rock, Ark.

Representing the Travelers Ins. Co., Employers Group, Boston, Continental Cas. Co., Chicago.  
Equipped for investigations, adjustments and settlement of all claims. Trial of all cases in State and Federal Courts.

## ARIZONA

**FRED C. STRUCKMEYER  
Associates**  
J. Bolivar Sumter  
James E. Flynn  
209 Luhrs Building  
Phoenix, Ariz.

**Sloan, McKesson & Scott**  
Phoenix, Arizona

Representing Globe Indemnity Co., Royal Ind. Co., Eagle Ind. Co., Hartford Acc. & Ind. Co., Fire Companies' Adjustment Bureau, Inc.  
Trial all line of insurance cases State and Federal Courts.

**Francis D. Crable**  
Suite 17, Union Block  
Prescott, Arizona

Representing New York Casualty Co., Travelers, and others.  
Trial of cases in State and Federal Courts.  
Equipped for investigations, adjustments and settlements of all insurance claims.

**FREDERIC G. NAVE**  
512 Valley National Bldg.  
Tucson, Arizona

Aetna Group, American Auto., Connecticut Indemnity, Fidelity & Casualty, The Massachusetts Bonding, The Travelers and other leading companies.  
General Insurance Practice

## CALIFORNIA

**EVERTS, EWING, WILD &  
EVERTS**  
801 Griffith-McKenzie Bldg.  
Fresno, Cal.

Equipped for Investigation, Adjustments, Trials and Settlement of all Claims.

**Preston D. Richards**  
650 South Spring Street  
Los Angeles, California

Former General Counsel Union Automobile Insurance Company.  
Trial of all Insurance Cases in State and Federal Courts.

**HERBERT W. KIDD**  
735 I. N. Van Nuys Building  
LOS ANGELES

Eugene S. Ives Victor C. Rose  
Fred Aberle John S. Bolton  
Benjamin S. Paris  
Equipped Investigations, Adjustments.  
Trial All Cases.  
Cable Address—Herki

**MESERVE, MUMPER,  
HUGHES & ROBERTSON**

555 So. Flower Street  
Los Angeles, California

**WILLIAMSON, RAMSAY &  
HOGE**

Title Insurance Building  
433 S. Spring Street  
Los Angeles, California

**F. M. OSTRANDER**  
Bank of America Bldg.,  
Merced, Calif.

Companies represented:  
Home Ind. American Auto Ins.  
Hartford Acc. & many others.  
Investigations, Adjustments, Settlements  
Insurance Claims

**Dunn, White & Aiken**  
Sixth Floor, Syndicate Bldg.  
Oakland, California

Hugh A. Sanders Y. A. Jacques  
**SANDERS & JACQUES**  
920 Bank of America Bldg.  
San Diego, California  
Fidelity & Cas. Co. of N. Y., Ocean Acc. & Guar.  
Co. Trial of All Insurance Cases in State and Federal Courts.  
Equipped for investigation and adjustments in surrounding territory.

**HADSELL, SWEET, INGALLS  
& LAMB**

Financial Center Building  
San Francisco, California  
Insurance defense—Fire, Life, Casualty and Surety lines.

## CALIFORNIA (Cont.)

**KEYES & ERSKINE**

Herbert W. Erskine William A. White  
Morse Erskine J. Benton Tulley  
625 Market Street  
San Francisco, California  
General Counsel Pacific National Fire Ins.  
Co. Trial of insurance cases in State and Federal courts.

**JOHN J. TAHENY**

Hobart Building  
San Francisco, California  
Representing Associated Indemnity Corp., General Reinsurance Corp., and others.  
Former vice-president and general counsel of Associated Indemnity Corp., and Associated Fire & Marine Ins. Co., San Francisco.

**REA, FREE & JACKA**

804 Commercial Building  
San Jose, California  
Representing Fidelity & Cas. of N. Y.  
London & Lancashire  
Trial of all insurance cases in state and federal courts in this district. Equipped for investigations, adjustments and settlement of all claims.

## CONNECTICUT

**BUTLER, HOWARD &  
CAMPBELL**

75 Pearl St.  
Hartford, Conn.  
Representing Firemen's Fund of San Francisco, United States Guarantee and others.  
Equipped to handle investigations and settle claims.  
Trial of all insurance cases in Federal and State courts.

## DIST. OF COLUMBIA

**HUGH M. FRAMPTON**

327 Southern Building  
Washington, D. C.  
Manufacturers Casualty Ins. Co.  
Trial of Cases

## GEORGIA

**ALSTON, ALSTON, FOSTER  
& MOISE**

1219 Citizens & Southern Natl. Bank Bldg.  
Atlanta, Georgia  
Equipped for investigations, adjustments, settlement of claims, trial of all insurance cases State and Federal courts. Western Georgia.

**Bryan, Middlebrooks & Carter**

LAW OFFICES  
Suite 924  
Citizens & Southern National Bank Building  
Bonneau Ansley  
Shepard Bryan John A. Dunaway  
Grover Middlebrooks M. H. Week  
Chauncey Middlebrooks Vantis C. Mitchell  
W. Cleiniff Carter  
ATLANTA, GEORGIA

**Hitch, Denmark & Lovett**

17 Drayton Street  
Savannah, Georgia  
Representing American Surety Co. of N. Y., New York Cas. Co., Continental Cas. Co., National Surety Corp., and numerous others.  
Equipped for investigations, adjustments, settlement of claims, and trial of all insurance cases in State and Federal Courts in Southern District of Georgia

## ILLINOIS

**Silber, Clausen, Hirsh & Woley**

Attorney & Counselors  
208 South La Salle Street  
CHICAGO  
Special Attention to the Law of  
Fire Insurance and Taxation

## ILLINOIS (Cont.)

**LORD, LLOYD & BISSELL**  
Rm. 2460—135 South La Salle Street  
Chicago, Illinois

Insurance defense—Casualty, Surety, Life & Fire Lines.

**CLARENCE W. HEYL**

8th Floor Central National Bank Bldg.  
Peoria, Illinois  
Trial of Insurance cases; representing  
MARYLAND, FIDELITY & CASUALTY  
ROYAL, GLOBE, EAGLE, BANKERS  
INDEMNITY AND OTHERS.

**JOHN M. MITCHEM**

101 South Broadway  
Urbana, Illinois  
OHIO CASUALTY  
Equipped for investigation and adjustment of claims.

## INDIANA

**Slaymaker, Merrell & Locke**

Attorneys specializing in All Phases of  
Fire, Marine, Life & Casualty  
Insurance Litigation  
751-760 Consolidated Building  
INDIANAPOLIS

## IOWA

**DEACON, SARGENT &  
SPANGLER**

915 Merchants Bank Bldg.  
Cedar Rapids, Iowa  
Equipped for Investigations, Adjustments and Trial of All Insurance Cases

**BRADSHAW, FOWLER,  
PROCTOR & FAIRGRAVE**  
Suite 510 Crocker Building  
Des Moines, Iowa

Representing Continental Casualty—Loyalty Group—Hartford Accident and many others.  
Equipped for investigations and adjustments of Insurance Claims.

**Jepson, Struble and Sifford**

735 Francis Building  
Sioux City, Iowa  
Representing Standard Accident, Continental Casualty & Maryland Casualty.  
Equipped for investigations, adjustments, trial of all insurance cases in all courts in Northwestern Iowa.

## KANSAS

**TINCHER, RALEIGH &  
CUSHENBERY**

301-302 First National Bank Building  
Hutchinson, Kansas  
Insurance Companies represented: National Union Indemnity Co., Ocean Accident and Indemnity Co., Columbia Casualty Co., Metropolitan Casualty Ins. Co. (Loyalty Group), Commercial Casualty Co.  
Investigations, Adjustment and defense trial work.

**KELLER, MALCOLM & BURNETT**  
204-208 National Bank Building  
Pittsburg, Kansas

Counsel for: Aetna Group, Employers Group, Standard Accident, Central Surety, United States Fire, Fireman's Fund and others.  
Specializing in Insurance Law. Equipped for Trial of Cases, Investigations and Adjustments over South-eastern Kansas.

# INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

## KANSAS (Cont.)

**NORRIS, SMITH & JENKINS**  
Public Utility Bldg.  
Salina, Kansas

Insurance Companies represented: Fidelity & Casualty, Fidelity & Deposit, Loyalty Group, American Surety, Hardware Mutual and many others.  
Equipped for investigations, adjustments and trial of cases in Northwest Kansas.

**Doran, Kline, Colmery, Cosgrove**  
906 National Bank of Topeka Bldg.  
Topeka, Kansas  
Equipped for investigation, adjustment, settlement and trial of insurance business of all kinds in Kansas.

**BLOOD & PROSSER**  
402 Schweiler Building  
Wichita, Kansas  
General Counsel Santa Fe Trail System, Traders & General, American Fidelity and others. Investigations, adjustment of claims, and trial work Southern and Southwestern Kansas.

## KENTUCKY

**Davis, Boehl, Viser and Marcus**  
(Blakey, Davis and Lewis)  
Kentucky Home Life Building  
Louisville, Kentucky  
Investigations, Adjustments and Trial of all Insurance Cases.

**Woodward, Dawson & Hobson**  
Insurance Attorneys  
615-24 Inter-Southern Bldg.  
Louisville, Kentucky

## LOUISIANA

**COBB & JONES**  
840 Canal Bank Building  
New Orleans, La.  
General Counsel for Pan-American Petroleum & Transport Company and Penick & Ford, Inc., in southern states. Specializing in casualty and surety. Trial of all cases in State and Federal courts.

## MARYLAND

Law Offices  
**ROBERT H. McCAULEY**  
203-205 Second National Bank Bldg.  
Hagerstown, Maryland

## MASSACHUSETTS

**THIBODEAU, YONT & MARTIN**  
Park Square Building, Boston, Mass.  
Investigations, adjustments and trial of liability insurance cases in Eastern Massachusetts.

**PHIPPS, DURGIN & COOK**  
75 Federal St.  
Boston, Mass.  
Representing Standard Accident, United States F & G, London Guarantee & Acc. and others.  
Investigations—Adjustments.

**GURDON W. GORDON**  
Suite 539, 540, 541 Court Square Bldg.  
Springfield, Mass.  
GENERAL COUNSEL Monarch Acc. Ins. Co., Monarch Life Ins. Co.  
Equipped for investigations and adjustments, trial of Insurance Cases in Federal or State Courts.

## MASS. (Cont.)

**WILLIAM C. MELLISH**  
404-7 Slater Bldg.  
Worcester, Mass.  
Representing Globe Indemnity Co., New York, and others.  
Investigations and Adjustments, trial of all Insurance cases in Federal and State Courts.

## MICHIGAN

**SEABORG & RICE**  
Attorneys and Counselors  
827 Penobscot Building  
Detroit, Michigan  
Randolph 5160

**PAUL H. SCHULZ**  
522 Michigan Building  
Detroit, Michigan  
Trial of cases, Investigations and adjustment of claims. Technologist Service.

**EARL P. TROBERT**  
405-6 Dryden Building  
Flint, Michigan  
Phoenix Indemnity Company, Zurich-General Accident & Liability Insurance Company, Western Adjustment & Inspection Company and others.

**Mason, Alexander, McCaslin & Cholette**  
1107 Peoples National Bank Bldg.  
Grand Rapids, Mich.  
Maryland Casualty Co., Continental Cas. Co., New Amsterdam Cas. Co., Underwriters Adj. Co., etc. Trial of Cases and Adjustment of Claims.

**NORRIS, McPHERSON, HARRINGTON & WAER**  
1107 Peoples Bank Building  
Grand Rapids, Michigan

**ROSENBERG & PAINTER**  
401-6 Reynolds Bldg.  
Jackson, Michigan  
Represent Zurich, London & Lancashire, Western & Southern, Provident Life & Accident, Michigan Mutual, Ohio Casualty, Citizens Mutual and others.  
Investigations and adjustments in central and southern Michigan.  
Trial of all insurance cases.

**FOSTER & CAMERON**  
709 American State Savings Bank Building  
Lansing, Michigan  
Aetna Group and Others  
Trial of Cases, Investigation and Adjustments

**NASH & NASH**  
602 Second National Bank Building  
Saginaw, Michigan  
Equipped for investigations, adjustments, settlement of claims and trial of insurance cases in Northeastern Michigan.

## MISSISSIPPI

**WELLS, WELLS AND LIPSCOMB**  
9th Floor Lamar Life Building  
Jackson, Mississippi  
Representing Hartford Acc. & Ind. Co., Fireman's Fund Ind. Co., Continental Cas. Co., Market Service, Inc., Loyalty Group and many others on request.  
Equipped for investigations, adjustments, and trials all over state.

## MISSISSIPPI (Cont.)

**WILBOURN—MILLER & WILBOURN**  
Citizens National Bank Bldg.  
Meridian, Mississippi  
Equipped for investigations, adjustments, settlement of claims, trial of all insurance cases in State and Federal Courts in Eastern Mississippi.

## MONTANA

**BOLINGER & BOLINGER**  
Suite 1 & 2 Gallatin Block  
Bozeman, Montana  
Equipped for investigation, adjustments and trial of all insurance cases in state and federal courts in the south-central parts of Montana.

**CORETTE & CORETTE**  
619-621 Hennessy Building  
Butte, Montana  
Representing American Surety Co., Fidelity & Deposit Co. of Md., New York Casualty and others.  
Equipped for investigations, adjustments and trial of insurance cases in all courts in Montana.

**HOWARD TOOLE**  
507 Montana Building  
Missoula, Montana  
U. S. F. & G., Maryland Casualty Co., Fidelity & Casualty Co. of N. Y.  
Equipped to handle investigations, adjustments, and trial of all insurance cases in state and Federal courts in entire Western Montana including Missoula, Powell, Granite, Saunders, Mineral, Ravalli and other counties.

## NEBRASKA

**STEWART, STEWART & WHITWORTH**  
1412 Sharp Bldg., Lincoln, Nebraska  
Insurance Companies represented: Standard Accident Ins. Co., Bankers Indemnity, Indemnity Ins. Co. of N. America, General Group of Seattle, Car & General Ins. Co.  
Equipped for investigations, adjustments, settlement of claims and trial of cases in this territory.

**Rosewater, Mecham, Shackelford & Stoehr**  
1028-40 City National Bank Building  
Omaha, Nebraska  
Investigations — Adjustments — Trial work Nebraska and Western Iowa.

## NEVADA

**Ayres, Gardiner & Pike**  
1st National Bank Building  
Reno, Nevada  
Representing American Surety, Standard Accident and several other companies.  
Equipped to handle adjustments, investigations, settlement of claims all over Nevada.

## NEW JERSEY

**ANDREW J. WHINERY**  
744 Broad Street  
Newark, New Jersey

**WILLIAM L. RAE**  
1 Exchange Place  
Jersey City, N. J.  
Representing Exchange Mutual, Indemnity & Ins. Co.

## NEW MEXICO

**RODEY & DICKASON**  
1st National Bank Building  
Albuquerque, New Mexico  
State counsel for various life, casualty and fire insurance companies. Trial of cases in all courts of New Mexico, State and Federal. Insurance client references given on request. Adequately equipped for adjustments and investigations.

**WILSON & WATSON**  
Sena Plaza  
Santa Fe, New Mexico  
American Surety Co. of New York, Maryland Cas. Co., Trial of Cases in all courts of New Mexico, State and Federal.  
Members of Firm: John C. Watson, Francis C. Wilson, John T. Watson

## NEW YORK

**JOHN C. LOOBY**  
74 Chapel Street  
Albany, N. Y.  
Bankers Indemnity, Norwich Union, London & Lancashire  
Equipped for investigations and adjustments in this territory and trial cases in Federal and State Courts.

David F. Lee David Levene Daniel J. McAvoy  
**LEE, LEVENE & McAVOY**  
TRIAL LAWYERS  
310 Security Mutual Bldg.  
BINGHAMTON, NEW YORK  
Insurance attorneys. Especially equipped to handle investigations, adjustments and litigation over central New York.

**VanDuser, Liebschutz & Curran**  
425 Genesee Valley Trust Building,  
Rochester, New York  
Representing London & Lancashire, Glens Falls, Firemans Fund, Aetna and many others.  
Trial of all Insurance Cases, State and Federal Courts.  
Equipped for Investigations and Adjustments in Rochester and Surrounding Territory.

**BOND, SCHOENECK & KING**  
1400 State Tower Building  
Syracuse, New York  
Counsel for many Insurance Companies  
Equipped for Investigations and Adjustments in Syracuse and surrounding territory.

**ACKERMAN, LEVET & GEILICH**  
175 Main St.  
White Plains, N. Y.  
John J. Ackerman William B. Levet  
Ralph Geilich

## NORTH CAROLINA

**SMATHERS, MARTIN & McCOY**  
Jackson Building  
Asheville, North Carolina  
Representing Aetna, Travelers, Ind. Ins. Co. of N. A., American Surety Co. and many others.  
Equipped for investigations, adjustments and settlement of all claims. Trial of all cases in State and Federal Courts in Western North Carolina.

**EDGAR D. BROADHURST**  
Banner Building  
Greensboro, North Carolina  
Equipped for adjustments. Trial of insurance cases in State and Federal Courts.

**BURGESS, BAKER & ALLEN**  
The Raleigh Building  
Raleigh, North Carolina  
Sun. Ind. Co., Royal Ind. Co., Globe Ind. Co. and others.  
Investigations, adjustments and trial work in Central and Eastern North Carolina.



# INSURANCE ATTORNEYS

• The insurance law firms whose professional cards are shown on this and the succeeding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

## OHIO

**Waters, Andress, Wise, Roetzel & Maxon**  
1110 First Central Tower  
Akron, Ohio  
Representing Aetna Life Ins. Co., U. S. F. & G. Many others given on request.  
Trial of all kinds insurance cases in State and Federal Courts and in surrounding territory.

**JOHN H. McNEAL**  
502 Auditorium Bldg., 1367 E. Sixth St.  
CLEVELAND  
Phone Main 1928  
Attorney-at-Law  
Facilities for Investigations, Adjustments and Trial work over Northern Ohio

**Charles T. Warner**  
35 East Gay St., Columbus, Ohio  
(Former Judge of Common Pleas Court and Superintendent of Insurance of Ohio from 1931 to 1935).  
General Insurance Practice in All Courts and Insurance Department  
Investigation and Adjustment of Claims  
General Insurance Matters

**MATTHEWS & MATTHEWS**  
25 North Main St.  
Dayton, Ohio  
Ocean Accident, Ohio Farmers, Ohio Farm Bureau, Indemnity Co. Col.

**CABLE & CABLE**  
Masonic Building  
Lima, Ohio  
Representing American Surety, Fidelity & Cas. of N. Y., General Acc. Fire & Life, Phila.  
Trial of all insurance cases in Federal and State Courts. Equipped for investigations.

**HOLLOWAY, PEPPERS & ROMANOFF**  
921 Board of Trade Building  
Toledo, Ohio  
United States Fidelity & Guaranty Co. and others.  
Trial of Cases, Surety and Casualty, complete investigation and adjustment service. Insurance trial work in all courts.

**Barnum, Hammond, Stephens & Hoyt**  
807-812 Mahoning Bank Building  
Youngstown, Ohio  
Adjustment Department  
W. Carlton Young in Charge  
Auto—Fire—Theft—Collision—Liability  
Property Damage—Marine—Burglary

## OKLAHOMA

**Embry, Johnson, Crowe & Tolbert**  
First National Building  
Oklahoma City, Oklahoma  
Equipped for investigation, adjustments, trial of all insurance cases in the State of Oklahoma.

**V. E. McINNIS & JAMES H. ROSS**  
Ramsey Tower  
Oklahoma City, Okla.  
Representing Aetna Cas. & Sur. Co., Aetna Life, Prudential Ins. Co. of Amer., Car & General, Employers Reinsurance Co., Pacific Indemnity Co., and others.  
Equipped for Investigations, Adjustments and Trial All Insurance Cases.

## OKLAHOMA (Cont.)

**GEORGE M. NICHOLSON**  
Perrine Building  
Oklahoma City, Oklahoma  
Formerly Chief Justice of Supreme Court of Oklahoma.  
Trial of all insurance cases in State and Federal Courts.

**THURMAN & THURMAN**  
504-508 Braniff Building  
Oklahoma City, Oklahoma  
Representing F. & C., New York; F. & D., Baltimore; Mass. Bonding and many others given on request. Equipped for investigation, adjustments, settlement of all insurance claims. Trial of all insurance cases.

## OREGON

**IMMEL & EVANS**  
First National Bank Building  
Eugene, Oregon  
Companies represented: U. S. F. & G. Co., Royal Group, Mass. Bonding & Ins. Co., and others on request. Equipped for investigation, adjustment and trial all insurance cases, State and Federal Courts, this territory.

**G. M. ROBERTS**  
**WM. M. McALLISTER**  
Medford National Bank Building  
Medford, Oregon  
Travelers, Indemnity Ins. Co. of North America, American Motorists Ins. Co., Pacific Indemnity Co., General Accident F. & L. Assur. Corp., Ltd.  
Investigations, adjustments and trial of all insurance claims in southern Oregon and Risky and Del Norte Counties, Cal.

**Collier, Collier & Bernard**  
Suite 1220 Spalding Building  
Henry E. Collier John A. Collier  
E. F. Bernard  
Portland, Oregon

**DEY, HAMPSON & NELSON**  
800 Pacific Building  
Portland, Oregon  
Continental Cas. Co., American Motorist, Pacific Greyhound Lines and others.

**MAGUIRE, SHIELDS & MORRISON**  
1113 Public Service Building  
Portland, Oregon  
Representing Maryland Cas. Co., Employers Reins. Corp., Yorkshire Ind. Co., Sun Ind. Co., American Auto Ins. Co., Associated Ind. Co., United Pacific Cas. Co., Canadian Ind. Co., Canadian Fire Ins. Co., Great Lakes Cas. Co., and others.

## PENNSYLVANIA

**HENRY S. AMBLER, JR.**  
1025 Philadelphia Savings Fund Building  
Philadelphia, Pa.  
Representing Glens Falls Ind., Continental Casualty, Century Indemnity.  
Equipped for investigations, adjustments and trial of all cases in Southeastern Pa.

**GEORGE Y. MEYER**  
1513 Berger Building  
Pittsburgh, Pa.  
Representing Employers Group, Loyalty Group and many others given on request. Equipped for Investigations, Adjustments in Southwestern Pennsylvania.

## PENN. (Cont.)

**LEO A. NUNNINK**  
1513 Berger Building  
PITTSBURGH, PA.  
Phone Court 2245  
Attorney-at-Law  
Facilities for Investigations, Adjustments and Trial Work over Western Pennsylvania. Clients given on request.

## RHODE ISLAND

**SHERWOOD & CLIFFORD**  
1503 Turks Head Building  
Providence, R. I.  
Trials—Investigations—Adjustments

## SOUTH CAROLINA

**THOMAS-LUMPKIN & CAIN**  
1000-7 Central Union Building  
Columbia, South Carolina  
Specializing in Fire, Casualty, Surety and Life. Trial of all cases.  
Equipped for investigations and adjustments all over South Carolina.

## SOUTH DAKOTA

**BAILEY & VOORHEES**  
Charles O. Bailey (1860-1922)  
John H. Voorhees Melvin T. Woods, Jr.  
Theodore M. Bailey Roswell Bottom  
Howell L. Fuller  
BAILEY-GLIDDEN BUILDING  
SIOUX FALLS  
INSURANCE PRACTICE

## TENNESSEE

**PLEASANTS & HICKOX**  
1715 Exchange Building  
Memphis, Tennessee  
Several years engaged in trial of all Insurance Cases in State and Federal Courts. Equipped for investigation, Adjustments and Settlement of all Insurance claims in Western Tennessee, Northern Mississippi and Eastern Arkansas.

**AUST, McGUGIN & SPEARS**  
American Trust Bldg.  
Nashville, Tenn.  
Representing Firemen's Fund, Lumbermans, American Motorist, and many others.  
Equipped for investigations, adjustments, trial of all insurance cases in State and Federal courts in Central Tennessee.

## TEXAS

**WAGSTAFF, HARWELL**  
**WAGSTAFF & DOUTHIT**  
Attorneys at Law  
Abilene, Texas  
Equipped to handle adjustments, investigations, settlement of claims and trial of all insurance cases.

**WILL R. SAUNDERS**  
1013 Oliver Eakle Building  
Amarillo, Texas  
Representing Associated Ind. Corp., Traders & General Ins. Co., American Fidelity & Cas. Co. of New York. Equipped to handle claims, adjustments, and investigations Panhandle territory. Practice in all State and Federal Courts.

## TEXAS (Cont.)

**HART, PATTERSON AND HART**  
624-630 Littlefield Building  
Austin, Texas  
Representing F. & D., Baltimore, Zurich Ins. Co., Home Ins. Co. of N. Y., American National Ins. Co., and others on request.  
Equipped for adjustments in Central Texas and trial work in all courts—State and Federal.

**KING & RIENSTRA**  
208 Gilberts Building  
Beaumont, Texas  
Representing Employers Group, Boston, others on request.  
Trial of all insurance cases State and Federal Courts Eastern District of Texas.  
Equipped for investigations.

**HUBBARD, DYER & SORRELL**  
City National Bank Building  
Corpus Christi, Texas  
References: Maryland Casualty Company, American Fidelity & Casualty Company, Traders & General Insurance Company.  
Specializing in Insurance Law  
Equipped for Investigation and Claims

**COKE & COKE**  
First National Bank Building  
Dallas, Texas  
Henry C. Coke  
1856-1933  
Alexander S. Coke Henry C. Coke, Jr.  
Rosser J. Coke Julian B. Mastin  
Richard W. Coke Thomas G. Murman  
John N. Jackson

**SANER, SANER & JACK**  
Twentieth Floor Republic Bank Bldg.  
R. E. L. Saner  
Jno. C. Saner  
Wm. H. Jack, Jr.  
DALLAS, TEXAS

**R. A. D. MORTON**  
555 FIRST NATIONAL BANK BUILDING  
EL PASO, TEXAS  
REPRESENTING:  
Metropolitan Life Ins. Co. in West Texas.  
Royal Indemnity Company,  
Indemnity Ins. Co. of North America, and others.  
SPECIALIZE:  
In Trial Work, all Courts.  
Adequately equipped for adjustments, investigations in Southwest Texas and Southeast N. Mex.

**Cantey, Hanger & McMahon**  
15th Floor Sinclair Building  
FORT WORTH, TEXAS  
Samuel B. Cantey Samuel B. Cantey, Jr.  
(1882-1924) Alfred McKnight  
William A. Hanger Willis A. Johnson  
Mark Mahon B. K. Hanger  
W. D. Smith  
Investigations, Adjustments, Trial All Cases

**COLE, COLE, PATTERSON & BELL**  
Citizens State Bank Building  
Houston, Texas  
Galveston, Texas  
Standard Accident Insurance Company of Detroit  
Chicago Lloyd's  
United States Casualty Co. of New York City, etc.  
Equipped for investigation, adjustments, trial of all insurance cases and oil cases.

**BOYLES & ATKINSON**  
First National Bank Building  
Houston, Texas  
Edward S. Boyles  
Norman Atkinson  
M. S. McCorquodale  
E. F. Gibbons  
Willard L. Russell

(Continued next page)

## INSURANCE ATTORNEYS

● The insurance law firms whose professional cards are shown on this and the preceding pages have been selected after careful investigation. They have the recommendation and endorsement of The National Underwriter.

### TEXAS (Cont.)

#### SIMMONS & ARNOLD

124-29 First National Bank Building  
Houston, Texas

New Amsterdam Cas. Co., Alleman's Fire of Pittsburgh, Craven-Dargan, American Central Fire, St. Paul Fire & Marine.

#### BLEDSON, CRENSHAW & DUPREE

First National Bank Building  
Lubbock, Texas  
Representing U. S. F. & G. Co., F. & D., Maryland Casualty, American National Ins. Co., Amicable Life Ins. Co., and many others.  
Trial of all insurance cases in all courts. Equipped for investigations—Adjustments—Settlement of claims in plain country.

#### BIRKHEAD, BECKMANN, STANARD & VANCE

800-811 Gunter Building  
San Antonio, Texas

#### JOHN McGLASSON

608-9 Amicable Building  
Waco, Texas

Equipped for investigations, adjustment and settlement of claims and trial of cases in State and Federal Courts.

#### T. R. (DAN) BOONE

City National Bank Building  
Wichita Falls, Texas

Representing: Home of New York—Loyalty Group—Hartford Accident—Many others.

### UTAH

#### Stewart, Stewart & Carter

1105 Continental Bank Building  
Salt Lake City, Utah

Equipped for investigations, adjustments, settlements of claims and trial of all insurance cases State of Utah.

### WASHINGTON

#### F. A. KERN

Washington National Bank Bldg.  
Ellensburg, Washington

U. S. F. & G. Co., Sun Life Assurance Co.

#### BATTLE, HULBERT, HELSELL & BETTENS

1001 Exchange Bldg.  
Seattle, Wash.

Representing Standard Accident Ins. Co. and others. Trial of all Insurance Cases and others in State and Federal Courts.

#### BAYLEY & CROSON

900-907 Insurance Bldg.  
Seattle, Wash.

Frank S. Bayley  
Carl E. Croson  
O. H. Johnson  
Burton J. Wheelon  
F. Bartow Fite, Jr.  
George W. Martin

### WASHINGTON (Cont.)

#### EGGERMAN & ROSLING

1824 Exchange Bldg.  
Seattle, Wash.

United States Fid. & Guar. Co., Maryland Casualty Co., and others.

Trial of all insurance cases in State and Federal Courts in western Washington.

#### N. A. PEARSON

403-04 Fourth & Pike Bldg.  
Seattle, Wash.

Associated Indemnity Corp., and London Guarantee & Accident Co.

Equipped for investigations and adjustments and trial of all Insurance Cases in State and Federal Courts.

#### ROBERTS, SKEEL AND HOLMAN

Insurance Building

John W. Roberts  
E. L. Skeel  
Tom W. Holman  
Frank Hunter  
Tyne H. Hollander  
Laurence Booth, Jr.  
W. B. McKelvy  
Wm. Paul Uhlmann  
Harry Henke, Jr.  
W. E. Evenson  
Robert H. Grace  
SEATTLE

#### RYAN, ASKREN & RYAN

Suite 1903, Northern Life Tower  
Seattle, Wash.

Counsel for Association of Life Insurance Presidents—Commercial Casualty, Metropolitan, London Guarantee & Accident and others.  
Trial all insurance cases in State and Federal Courts in Western Washington.

#### POST, RUSSELL, DAVIS & PAINE

Exchange Building  
Spokane, Washington

Aetna Group, Hardware Mut. Cas. Co., Phoenix Ind. Co. and others.  
Investigations, adjustments and trial of all insurance cases in Eastern Washington and Northern Idaho.

### WISCONSIN

#### WOLFE & HART

First Wisconsin Nat. Bank Bldg.  
Milwaukee, Wisconsin

Special attention to the Law of Fire Insurance

### WYOMING

#### WM. B. COBB

Consolidated-Royalty Building  
Casper, Wyoming

Representing U. S. F. & G., Travelers, Loyalty Group, Glens Falls and others.  
Equipped for investigations, adjustments and trial of all insurance cases.

We will appreciate it if you will mention THE NATIONAL UNDERWRITER when writing advertisers.

shipments by Italian steamers may be made at the discretion of the underwriter. It is expected that these rates will stand unless the situation in the League of Nations becomes more serious, when an entire new schedule will be promulgated.

### Form St. Louis Navigators

ST. LOUIS, May 13.—Lester Eipper of the St. Paul Fire & Marine is master of the recently organized St. Louis Navigators, an association of marine insurance men. George Shaw, Hartford Fire was named first officer and Harold Knebel, Home of New York, quartermaster.

Other charter members are William Mitchell, North America; Reg Billin, Hartford Fire; D. O. Layton, Home; Arthur Bitter, Fireman's Fund, and Joe Ryan, Aetna Fire.

### Flood Loss to Matzoths

A shipment of matzoths, worth \$300 and destined for New York City before the Day of Atonement, was water-soaked in the flood near Pittsburgh. When they were finally brought through to New York, the consignee refused them and they were eventually sold for \$75.

### Deering Joins Fire Association

Thomas S. Deering has joined the head office of the Fire Association to assist in the supervision of marine and inland marine affairs. Mr. Deering has had broad experience, being stationed in important capacities at various times in San Francisco, Mexico, Chicago and New York.

Appleton & Cox, New York City, will continue to administer the marine department of the Fire Association. Mr. Deering's appointment will enable the Philadelphia head office to enjoy a closer relationship with its marine activities than heretofore.

### Would Allow DeCelles to Regulate Financing Plans

BOSTON, May 13.—The insurance committee of the Massachusetts legislature gave an adverse report on a bill of Commissioner DeCelles which would give him power to regulate insurance premium financing but the lower branch of the legislature refused to accept the report and has passed a substitute bill, which still has to go through the senate. Under the house substitute: "No broker or agent or other person or organization shall engage or continue in the business of financing automobile insurance premium payments except under plans, rates and charges approved by the commissioner as equitable and non-discriminatory. The commissioner shall make and may amend or repeal rules and regulations for the establishment, maintenance and enforcement of such plans, rates and charges and for the proper control and regulation of said business."

### Many Obstacles to Meet in Broadening Coverage

(CONTINUED FROM PAGE 3)

ranty must increase the risk of loss or damage. That law has been in force in Massachusetts for some 40 years. As applied to the comprehensive forms, such a statute would work injustice to the policyholder if it gives a defense to the insurer in case of a breach of warranty which is wholly irrelevant to some of the hazards covered by the policy, said Mr. Patterson. To meet this difficulty it may be suggested that the statute should provide that a breach of warranty gives a defense only if it materially increases the probability of the occurrence of the loss or damage for which the recovery is sought.

State regulation and standardization is impractical in case of all risk or comprehensive forms in early settlement. There must be some freedom to experi-

ment with newer types of coverages, new exceptions, new warranties, in order that the best and most economical form of contract may eventually be evolved. It may be necessary to permit the use of certain provisions and of requiring others as is now done in the case of accident and health insurance. One thing that can be done is to abolish the rule that an immaterial breach of conditions voids the policy and to provide that every breach must be material to the particular risk in order to be an effective part of the policyholder's claim.

### Modification of Powers

The development of more comprehensive forms of insurance coverage will also lead to the modifications in the statutory definitions of insurance powers, and in the statutory financial requirements imposed upon insurance carriers. The charters of insurance companies to insure all kinds of property against all kinds of risks and to insure all persons against legal liability arising in any manner will open a Pandora's box of troubles. Workmen's compensation and automobile liability are now regarded as protecting not only the assured, but also the injured person and hence are special objects of the state's solicitude. It would be difficult to combine these forms of insurance with others, said Mr. Patterson.

In combining the powers of various insurers, the specialized institutions which have been built up over a period of half a century or more must be taken into consideration. In addition to this the financial requirements which should be imposed on the carriers writing all risk coverage must be determined.

### Easy Transition Urged

Insurance legislation which looks to the future should be drafted to permit an easy transition from the present specialized forms to more comprehensive forms. It should not be necessary to go to the legislature for an amendment to the statutes in order to legalize every slight extension of company powers.

The insurance contract is and must be at its best one of the most complicated documents invented by the brain of man, said Mr. Patterson. One cannot expect slot-machine insurance service. But as in the case of other complicated mechanisms, further simplification should be made. The American policyholder will probably get such simplification if he keeps on demanding it.

### Insurance Under Section 102

Insurance companies and banks, although exempted in the new income tax law which penalizes undistributed corporation earnings, are specifically brought under the old section 102, which permits of a penalty tax on earnings that are retained for the purpose of enabling stockholders to escape the personal tax they would have to pay if the income was distributed in dividends. In section 102 the penalty depends on intent. The old section 102 covered "every corporation" while the new law specifically enumerates banks and insurance companies and some other corporations.

It is not believed that any insurance companies now operating are exposed to the penalties of section 102. There was a possibility that capitalists might form insurance companies, in which the retention of surplus is ordinarily desirable to take advantage of the exemption. Evidently the administration is plugging all visible loopholes in order to prevent what it regards as improper accumulation of surplus.

### Can't Write City Insurance

Attorney General Bailey of Arkansas has rendered an opinion that agents who hold city council memberships or other municipal offices, are barred from writing insurance for the city. The opinion was prepared for Mayor McCloy of Monticello, who is a local agent.

J. L. McDowall, active in the insurance business in St. Louis for the past 40 years, is retiring and has turned over his agency to Daniel Graef, a former employee.



# A · DIRECTORY · OF RESPONSIBLE INDEPENDENT ADJUSTERS

## ARIZONA

### Lyle Adjustment Co., Inc.

Home office Branch office  
Elis Bldg. Central Bldg.  
PHOENIX TUCSON  
Casualty—Surety—Inland Marine—Fire  
Health Accident—Life Investigations  
Representing over 40 companies.  
General Service All Lines.

## CALIFORNIA

### J. P. McHALE & CO.

General Adjusters  
for Insurance Companies  
1031 South Broadway  
LOS ANGELES, CALIFORNIA  
Representing 45 insurance companies—  
All Lines.  
Since 1915

### R. F. SCHELL

258-59 Wilhoit Bldg.  
Stockton, California  
Black Bldg.  
Modesto, California  
Adjustment of all lines for insurance com-  
panies. Specializing in automobile and  
casualty.

### F. H. NOTTBUSCH

Commonwealth Building  
San Diego, California  
Now Representing: Loyalty Group, St. Paul  
Mercury Ind. Co., London Guar. & Acc.,  
Lumbermens of Chicago, American Motor-  
ists, General Group of Seattle and many  
others. 15 years staff man in Home Office.

## DIST. OF COLUMBIA

### NICHOLS COMPANY

INSURANCE ADJUSTMENTS  
Representing Companies Only—All Lines  
Woodward Building, Washington, D. C.  
Mutual Building, Richmond, Va.  
110 W. Pall Mall St., Winchester, Va.  
Title Building, Baltimore, Md.  
Prompt and Efficient Service Since 1921

## ILLINOIS

### C. G. EBERTH & CO. ADJUSTERS

All Branches  
Fire, Automobile—Casualty—Marine  
330 So. Wells St.  
CHICAGO

### THOMAS T. NORTH

ADJUSTMENT COMPANY  
Automobile—Fire, Theft, Collision,  
Conversion, Liability, Property Damage  
Inland Marine, Burglary  
175 W. Jackson Blvd. Harrison 3230  
CHICAGO

### M. J. O'BRIEN & COMPANY

Adjusters  
All Casualty Lines  
Insurance Exchange  
Chicago



Established 1899

### WHITNEY & MILLER ADJUSTMENTS

175 W. Jackson Blvd. CHICAGO

### J. L. FOSTER

314 First National Bank Bldg.  
Springfield, Ill.  
Fire - Automobile - Casualty

## INDIANA

### Indiana Adjustment Company

Home Office, 130 E. Washington Bldg.  
Indianapolis, Ind.  
Fire, Cargo, Automobile, Collision, Theft,  
Single Interest and Allied Coverages  
Resident Adjusters at  
Evansville, Fort Wayne, Gary, Indianapolis,  
New Albany, South Bend, and Terre Haute.

### Indiana Casualty Claim Service

Home Office, 130 E. Washington Bldg.  
Indianapolis, Ind.  
Personal Injury, Property Damage, Compensa-  
tion, Health and Accident, General Li-  
ability, Surety and Inland Marine.  
60 Offices—Day and Night—One Hour Service  
Anywhere in Indiana.

### Eugene McIntire Adjustment Co., Inc.

Automobile, Casualty, Compensation and  
Surety Adjustments  
Eight, East Market Street  
INDIANAPOLIS

### Foley Adjustment Bureau

200-201 Union Trust Bldg.  
South Bend, Indiana  
Specializing in automobile and casualty claims.  
Immediate service NORTHERN INDIANA and  
SOUTHERN MICHIGAN.  
Representing the companies for over 10 years.  
Phones: Office—3-9712. Night—3-3522. 3-2287.  
3-2038.

## KENTUCKY

### J. H. HARRISON, INC.

General Adjusters  
Head Office: Starks Bldg.,  
Louisville, Ky.  
Specialists on Automobile Finance Accounts  
Fire, U. & O., Automobile, Casualty

## MARYLAND

### NICHOLS COMPANY

INSURANCE ADJUSTMENTS  
Representing Companies Only—All Lines  
Title Building, Baltimore, Md.  
Woodward Building, Washington, D. C.  
Mutual Building, Richmond, Va.  
110 W. Pall Mall St., Winchester, Va.  
Prompt and Efficient Service Since 1921

## NEBRASKA

### J. H. BALL

Independent Adjusting Office  
GROWING CROPS HAIL LOSSES  
FIRE, WIND, AUTOMOBILES  
Twenty Years Experience  
Grand Island, Nebraska  
P. O. Box 815 Phone 1873

### JUDD W. CROCKER

CLAIM DEPARTMENT  
Grain Exchange Bldg.  
OMAHA  
Stuart Bldg. First National Bank Bldg. Tramp Bldg.  
LINCOLN GRAND ISLAND NORTH PLATTE

## NORTH CAROLINA

### GAY & TAYLOR, INC.

Insurance Adjusters  
Home Office  
833-4 Wachovia Bank Building  
Winston-Salem, N. C.  
Branch 501, Security Bank Bldg., Greensboro, N. C.  
Branch 715, First Nat'l Bank Bldg., Charlotte, N. C.  
Branch 813, Central Union Bldg., Columbia, S. C.  
represent 75 insurance companies.  
Casualty, Automobile, Surety, Fire, Inland Marine.

## OHIO

### INSURANCE SERVICE of CANTON, INC.

819-20 Renkert Building  
J. A. Anderson, Manager  
S. R. Detwiler, Adjuster  
CANTON, OHIO  
Phone: 5167—after 6 P. M. 3-6411

## OHIO (Cont.)

### M. M. WELSH

With associate staff and legal service.  
1216 First National Bank Bldg.,  
CINCINNATI, OHIO  
Phone Parkway 1896—Night & Holidays East 3990  
General Adjusters for the Companies  
Operating throughout Ohio, Northern Kentucky and  
Southeast Indiana.

### JOHN H. McNEAL

502 Auditorium Bldg., 1367 E. Sixth St.  
CLEVELAND  
Phone Main 1928  
Attorney-at-Law  
Facilities for Investigations, Adjustments and  
Trial work over Northern Ohio

### Frank S. Pelton

Fire, Automobile, Windstorm  
Twenty Years Company Service  
Territory Covering Northern Ohio  
Day or Night Phone Republic 1259W  
9412 LAMONT AVE., CLEVELAND, OHIO

## OKLAHOMA

### Attorney-Adjuster

### Davidson & Krueger

1622-23 Petroleum Building  
Oklahoma City, Oklahoma  
Formerly staff adjusters. Members of  
Oklahoma Bar

## OREGON

### J. B. PFOUTS

607 Board of Trade Building  
Portland, Oregon  
Adjusting and investigating all automobile  
and all casualty and surety claims.  
Member Oregon Bar

## TENNESSEE

### Raymond R. Ramsey

Volunteer Bldg.  
CHATTANOOGA  
Fire, Tornado and Inland Marine . . . Public  
Liability . . . Property Damage . . . Auto-  
mobile, Fire, Theft, and Collision . . . Serving  
Tennessee, North Georgia and North Alabama

## TENNESSEE (Cont.)

### HUTCHISON & McKELVY

1113 Independent Life Building  
Nashville, Tennessee  
Serving Tenn., Ky., Ala.  
Prompt, Efficient. All lines.

## TEXAS

### ALTON E. STEWART

Member Texas Bar  
Republic Bank Building  
Dallas, Texas  
Practice before Industrial Accident Board and In-  
surance Commission at Austin.  
Settlement Claims trial insurance.  
Cases State Federal Court.

## WASHINGTON

### E. R. WILKINS J. A. MILOT

WILKINS AND MILOT  
—Investigations and Adjustments—  
Automobile and All Casualty Lines  
Specializing in Liability Claims  
Members Washington Bar Association  
410 INSURANCE BUILDING SEATTLE

## WISCONSIN

### Nurnberg Adjustment Co.

General Adjusters  
Fire, Windstorm, Hail, Automobile, Casualty,  
and Inland Marine  
Underwriters Exchange Bldg.  
MILWAUKEE  
828 N. Broadway Phone Daly 5623  
BRANCH OFFICE ANTIGO

### JOSEPH RICE & CO.

INVESTIGATIONS & ADJUSTMENTS  
ALL CASUALTY LINES  
A. M. Rice, Mgr., Milwaukee Branch  
Milwaukee Office Chicago Office  
891 Guaranty Bldg. 953 Ins. Exch. Bldg.  
Phone: Daly 0664 Phone: Harrison 8666

## The NATIONAL UNDERWRITER Co.

A1946 Insurance Exchange  
Chicago

J. O. Cartwright,  
Circulation Manager:

Put me down for a subscription to the publication(s) checked  
above, at the rate of \$.....per year, with the understanding that  
it/they may be discontinued at any time on a pro-rata basis with  
refund of amount unearned.

Name .....

Company ..... Title or Position.....  
(Please fill in)

Address .....

City ..... State.....

Start Now—Stop Any Time—You Take Absolutely No Risk

	Single Rate
<input type="checkbox"/> The Natl. Underwriter—(Fire and Cas.)	\$4.00
<input type="checkbox"/> The Natl. Underwriter—Life Ins. Ed.	3.00
<input type="checkbox"/> Fire Protection .....	1.00
<input type="checkbox"/> Accident & Health Review.....	2.00
<input type="checkbox"/> The Casualty Insurer.....	2.00
<input type="checkbox"/> Industrial Salesman .....	1.00

.....19....

# SAFE DRIVING

LET'S NOT ASSUME THAT  
THE "MY BROTHER'S KEEPER"  
IDEA IS OUTMODED!

WE STILL HAVE ALL OUR  
RESPONSIBILITY TO THE  
OTHER FELLOW—BOTH  
MORAL AND LEGAL

OUR OBLIGATION IS TO  
**DRIVE SAFELY**

KANSAS CITY  
NEW YORK  
CHICAGO  
LOS ANGELES  
SAN FRANCISCO

**EMPLOYERS  
REINSURANCE  
CORPORATION**

E. G. TRIMBLE, President



# The National Underwriter

May 14, 1936

CASUALTY AND SURETY SECTION

Page Thirty-one

## Retrospective Rate Test Data Is Given

Vice-President Randall of Travelers Talks to Management Group

### FAVORABLE EXPERIENCE

Interstate Application of New Compensation Rating Plan Essential to Its Success

Fortified with facts and figures, J. W. Randall, vice-president of the Travelers, gave an optimistic presentation of compensation retrospective rating at the American Management Association's insurance conference in Atlantic City. The plan advocated by stock companies adopted in Massachusetts represents the result of considerable study and research over a period of years, said Mr. Randall.

Three years ago the Travelers had a number of distinctly unprofitable risks on which it decided to apply the principle of retrospective rating. Over several years these risks had produced a loss ratio of approximately 80 percent, whereas for the first year under the retrospective rating plan the loss ratio was only 41.4 percent, exclusive of any additional premium required by the retrospective plan. Mr. Randall feels that the key to the success of the retrospective plan is the premium it places on effective accident prevention and safety work. For every dollar in reduction of losses the assured saves not only the dollar, but 15 cents loading charge to cover claim adjustment expenses and taxes. The 15 percent rate which has been adopted in Massachusetts would vary in other states if the plan is adopted.

#### Next Step to Extend Plan

The next step, according to Mr. Randall, is to extend the plan to other important states. In order that the full effectiveness of the retrospective rating procedure may be obtained, it is obvious that the plan should be permitted to apply to the countrywide operations of an assured, said Mr. Randall. Although the operations in any one state may not be sufficient to produce a qualifying premium of \$5,000 for the assured to come under the retrospective rating, he should be given the benefit of the total countrywide premium. This is a major point according to Mr. Randall and one which must be given serious consideration.

Although so-called inter-state rating is not permitted under the present experience rating plan, there is a substantial difference between prospective and retrospective determination of premiums. There is no logical reason why state lines should operate to break up the actual experience into small units and thereby deny to the assured the advantageous results produced by the application of retrospective rating.

(CONTINUED ON PAGE 46)

## Three Compulsory Views

Insurance Department Executive, Buyer and Company Executive Present Angles on Auto Liability Problem at Management Conference

Compulsory automobile liability insurance was considered from three different angles at the American Management Association's insurance conference in Atlantic City. J. J. Magrath, chief of the New York insurance department's rating bureau, presented the insurance department executive's viewpoint. A. Van Court Miller, chief accountant of the New York "Herald Tribune," favored the compulsory principle as an insurance buyer, while Henry S. Ives, special counsel Association of Casualty & Surety Executives, was flat against it.

Public sentiment concerning desirability of compulsory automobile insurance laws is not truly reflected because the subject has not been completely presented to the public so that it can be discussed, said Mr. Magrath. Legal liability insurance is poorly suited to serve the social purposes of public indemnity and security. The extent to which voluntary insurance covers automobile injuries is substantial. The financial laws should be materially enlarged, said Mr. Magrath. In case of compulsory laws abusive governmental and political intrusion would follow.

#### Not Adapted to Social Plan

Mr. Magrath objected to using legal liability coverage to provide social security. It does not lend itself to prompt payment of benefits and the questions of legal liability, negligence and valuation of damages must be settled which frequently leads to years of litigation. The benefits must usually be shared with lawyers, and what is left being a single sum is often quickly dissipated. Compensation coverage offers a basis which eliminates practically all of these objections but in some respects is not readily adaptable to the automobile problem. In regard to persons not gainfully employed, the compensation payment basis would be difficult to determine.

#### Urges Installment Sales

Mr. Magrath estimated that approximately 37½ percent of the automobiles operated in New York state are insured, representing \$45,000,000 in premiums. Under compulsory personal injury liability law an additional \$75,000,000 would be charged against car owners, of which one-half would be paid in claims and probably not more than one-third would reach the injured people. If property damage liability is added the cost would be increased by another \$19,000,000. Under the present New York financial responsibility law, the 1924 licenses were suspended in the fifth year of operation for failure to satisfy a judgment. This seems to indicate the statements concerning unpaid damages have been grossly exaggerated or may mean that attorneys do not bring action unless collection is assured. It is probably a combination of both, said Mr. Magrath.

Mr. Magrath considered the problem of what insurance companies can do to avert the threat of compulsory automobile insurance. They scarcely need

to be told to enlarge the sales of voluntary coverage as they do strain to accomplish this, he said. They can take a more friendly attitude toward the sale of coverage on the installment plan. Although installments are permitted, they are not frankly encouraged for fear the annual business will be changed to that basis.

Mr. Magrath feels the remedy to the guest situation is to make a benefit similar to personal accident coverage available to passengers and the driver, on condition that all parties be released from liability, including other motor vehicle owners.

### PREDICTS ADOPTION

The time is not far distant when public opinion will force the enactment of compulsory automobile compensation laws, predicted Mr. Miller. He quoted a survey of the American Institute of Public Opinion which showed that 83 percent of the people favor compulsory automobile liability insurance, ranging from 61 percent in the mountain states to 79 percent in the east central states.

Mr. Miller likened the situation in regard to automobile situation with the workmen's compensation liability. Although there are no comprehensive statistics available of the economic burden being borne by society as a result of injuries and deaths caused by automobiles on the highways, the burden is very large and those responsible for its creation should be assessed for the cost in the same manner that industry is assessed for compensating injured workmen.

#### Should Be Provision

In line with the governmental regulation of the operation of motor vehicles, there should be provision for the financial ability of the driver to meet the reasonable cost of any damage he causes. Mr. Miller criticized the financial responsibility laws operating on the locking the stable door after the horse is stolen principle.

Mr. Miller cited the National Safety Council's figures to show the staggering

(CONTINUED ON LAST PAGE)

## Outlaws Blanket Bonds in Illinois

Palmer's Action Seen As New Move in Behalf of Insurance Code

### MANY ISSUES INVOLVED

Attorney - General Gives Supporting Opinion—Company People Confer on Course to Be Followed

NEW YORK, May 13.—Surety companies are instructing their Illinois representatives to cease writing bankers blanket bonds in the state in compliance with the recent order of Insurance Director Palmer. A special managerial committee is considering the general situation.

Fortified by an opinion from the attorney-general, Insurance Director Palmer of Illinois has outlawed the issuance of bankers blanket bonds in the state. Copies of his ruling were sent "to all stock casualty and surety companies and Lloyds authorized to transact business in the state of Illinois."

This ruling has caused consternation among surety people. Special meetings of the executive committee of the Surety Association of Chicago were held Monday and Tuesday to discuss the situation and the Association of Casualty & Surety Executives is considering the problem in the east. Tuesday Attorney John S. Lord of Chicago, who is attorney in fact for London Lloyds, had an interview with Mr. Palmer.

#### Issue Raised in January

In January of this year Mr. Palmer issued a statement challenging the right of the companies to issue blanket bonds. His main point then was that the policy was improper because among other things it covered against loss or damage to money and securities by fire.

The attorney-general, in his opinion, does not pass on this feature. He concludes that blanket bonds may not be written under the law on another theory.

The act of 1899 governing stock casualty insurance divides the kinds of insurance which such companies may engage in into eight classes. Class 1 is accident and health; class 2, liability and compensation; class 3, credit; class 4, burglary and theft; class 5, plate glass; class 6, steam boilers, etc.; class 7, automobile, and class 8, additional risks.

There is a provision that "no policy shall embrace more kinds of insurance than are specified in one of the eight sub-divisions." The attorney-general analyzes the bankers bond and finds that it covers three or four hazards from different sub-divisions of the 1899 act.

"It follows," the attorney-general's opinion concludes, "from what has been said herein, that bankers blanket bonds

(CONTINUED ON PAGE 46)

## Bond Indemnity Week Is to Be Celebrated in 89, Pa.

EIGHTY-NINE, PA., May 13.—Reading in the paper where New York is to have a bond indemnity week, Joe Futz, the insurance agent here, has proclaimed Aug. 8-15 bond indemnity week in Eighty-nine. In that week, Joe says he will sell Bill Deininger, the local saloonkeeper, a bond where it says Bill has to go to jail if he ever sells beer of a Sunday.

## Better Agents and Service Necessary

**Stricter Qualifications Are Needed to Safeguard the Local Agency System**

### SURVEY PLAN SUGGESTED

**C. G. Hallowell, Secretary Aetna Casualty, Addresses Alabama Agents Association at Birmingham**

Stricter qualification requirements for agents, better salesmanship and service and closer cooperation between agent-company associations are necessary to safeguard the future of the local agency system, declared C. G. Hallowell, secretary Aetna Casualty, before the Alabama Association of Insurance Agents at Birmingham.

Mr. Hallowell warned that the insurance business must not relax its efforts to serve all other industries and the insuring public in general as ably and economically as possible. In order to preserve the agency system, service must be constantly improved and although many agents have kept up with the times and improved their knowledge of the business, many others have not kept pace with changing conditions, particularly with newer developments in the business.

#### Survey Plan Is Best

He stated that one of the best answers to the sales problem is the efficient and intelligent use of the survey plan. "Single line selling still has its place in our business," Mr. Hallowell stated, "but we know that most agents who have made the greatest advancement in recent years are those who make a careful study of all insurable hazards of their clients and recommend a definite program of protection to cover those hazards."

Agents using the survey method have not only developed satisfactory volume of new business, but have also enhanced the value of their services in the minds of their clients. This is the type of service, he said, which will make the agency system competition proof. The agent must develop himself so his client will look upon him as a real insurance counselor and good will and favorable publicity will be the result. He stated the average individual's insurance is bought in a hit or miss fashion and the proper use of individual surveys will correct this situation.

#### Stricter Qualifications Necessary

Mr. Hallowell declared that stricter qualifications for agency licenses are vitally necessary. "The state, in general, has made only a beginning in this direction. It would be to the lasting benefit of the insurance business if all states would require thorough examination of all applicants and, if granted licenses, their qualifications should be checked upon application for renewal."

Serving an apprenticeship in an agency, he pointed out, does not necessarily guarantee an applicant's fitness. Likewise, high license fees have no bearing on a man's knowledge and ability and they place an unwarranted tax on agents and companies.

Mr. Hallowell made reference to the increased premium volume of some of the mutuals and stated that as a result the local agent is "on the spot" and must therefore exert unusual effort to demonstrate the value of agency service. This will require that those who are a

(CONTINUED ON PAGE 46)

## Small Bank Coverage Is Being Modernized Today

The changes in rules and rates governing blanket bond forms 8 revised and 2 as to provide more elasticity in covering the needs of smaller banks have been received enthusiastically by fidelity experts and agents who follow the fidelity business. About the only word of criticism is that the changes were not made before this and some feel that the Towner Bureau might even have been more liberal.

The fidelity experts are now engaged in reviewing all of their smaller bank risks, with the idea of adjusting the coverage in the light of the new equipment, either effecting a rate reduction or providing more complete coverage at no extra cost. Great opportunities are now provided for giving real service to the smaller banks and providing them with just as airtight and tailor made coverage as the big banks possess.

#### Advantages of Form 8

In the past blanket bond No. 2 was the only such instrument available to banks with less than 25 employees. Now form No. 8 revised is available to all banks, no matter how small. Form 8 revised is the broadest coverage. It contains seven important features which form No. 2 does not contain. For instance, form 8 revised gives coverage when property is being voluntarily delivered, whereas form No. 2 does not give such protection. There is automatic restoration for prior losses under form 8 revised and not under form 2.

Form 8 revised covers loss due to any dishonest or criminal act on the part of an employee while form No. 2 specifies merely any dishonest act. Misplacement is covered under form 8 revised whereas in order to get misplacement coverage with form No. 2, there must be an

endorsement. In transit, form 8 revised covers misplacement and destruction whereas form No. 2 does not. Form 8 revised covers anywhere in the world whereas form No. 2 covers only within 50 miles of office. Forgery is covered under 8 revised and not under 2.

Accordingly, it is obvious there is a real advantage to the small banker in being able to purchase form No. 8 revised. The recommendation is being made to many of the small banks, in view of the changed rules and rates, that a limited amount of coverage under form 8 revised be carried as primary insurance and that an additional amount of form No. 2 be carried as excess insurance. This will reduce the overall cost, since the rate for form No. 2 is considerably less than for form 8 revised.

Since making the changes in rules and rates, the Towner Bureau has announced a certain restriction in the writing of this combination. The rule has been issued that for a bank with six or less employees, form 8 revised must be written in the amount of at least \$10,000 as primary where form 2 is to be carried as excess. From six to 10 employees, form 8 revised must be written in the amount of at least \$15,000; from 10 to 15 employees, form 8 revised must be written at least in the amount of \$20,000 and over 15 employees, form 8 revised must be written in the amount of at least \$25,000.

#### Minimum Rate Situation

In the past the minimum rates for form 8 revised were based on 25 employees. A bank with less than 25 employees might purchase form 8 revised but it would have been charged on the same basis as a bank employing 25 persons. Now rates are quoted for form 8 revised for banks with six employees and less and then separate rates are set forth for banks with seven employees, eight, nine, 10, etc., up to 25.

The rates are set forth on the same basis for bond No. 2. In the past rates were quoted for bond No. 2 for banks with six and less employees. Then there was a set of rates that banks having from six-ten employees had to pay; another set for banks with 15-20 and another set for banks with 20-25 employees. Therefore, the new rate set up is more elastic and precise in connection with form No. 2 as well.

To give an example of the extent of the rate reduction so far as bond No. 2 is concerned, the old rate for a bank with six employees or less for a bond in the amount of \$10,000 was \$550, whereas the new rate is \$460.

#### Practical Effects Shown

Here are some actual examples of how the new rates and rules have been applied to modernize and improve the protection of accounts already on the books:

One bank had carried bond No. 2 in the amount of \$10,000 and under the new setup its coverage was increased to \$20,000 for the same cost.

Another bank had been carrying an individual named schedule bond. Its coverage has now been converted to the blanket bond type at no increased charge.

Another bank has purchased excess burglary and robbery coverage, with the saving effected in the cost of the No. 2 blanket bond which it has been carrying.

#### Much Better Protection

Another bank with 23 employees has been carrying form No. 2 in the amount of \$150,000 and \$25,000 misplacement coverage. For that setup, the premium was \$2,337. The cost for the same coverage under the new rules and rates would be \$2,092, but this bank decided to apply the saving to an improvement

(CONTINUED ON PAGE 46)

## Compensation Rate Level Is Stabilized

**Greene Says Occupational Disease and Medical Costs Are Main Problems**

### ATLANTIC CITY SPEAKER

**New Rating Plan Working Satisfactorily — Criticizes Contingency Loading Principle—Opposes State Control**

Trends in workmen's compensation insurance and their implications for the future were discussed by W. W. Greene, vice-president General Reinsurance, at the American Management Association's insurance conference at Atlantic City.

After many years of rate level increases, the tendency now appears to be towards comparative stability or even toward decline in the rate level, said Mr. Greene. The rating plan adopted in December, 1934, by the National Convention of Insurance Commissioners appears to be working out satisfactorily. The principle of the 2.5 percent contingency loading, however, is not consistent with sound business principles, as under it the stock companies can accumulate underwriting profits only when actual loss costs are rather sharply declining. The main idea of the new rating plan is to provide for systematic long range adjustments between premiums and losses and undoubtedly represents an improvement warranting perpetuation. A substantial part of the difficulties hitherto encountered by the companies in connection with rate level problems has been due to lack of formula which could be justified to public officials and at the same time could be safely followed by the companies through prosperity and depression. Improved general business conditions have been reflected in the compensation experience. With the exception of medical and occupational disease amendments the additional cost due to legislation has just about run out. Industrial boards are acting more uniformly, assuming a more judicial attitude.

#### Occupational Disease Factor

The uncertainty as to the cost of occupational disease has been disturbing to compensation carriers, said Mr. Greene. The trend appears to be in the direction of bringing all occupational diseases under the compensation system except possibly in those states which are not highly industrialized. In spite of the catastrophic accumulations of loss which have presented themselves in certain states on certain risks, occupational disease cost in the aggregate still remains but a minor element in the total compensation cost. It is likely that this element will stabilize itself in common with the others. This, however, will not be accomplished as far as the dust diseases are concerned without a considerable further period of stress, characterized by further medical investigation and the application of engineering methods to minimize and eliminate the dust hazards.

Actual compensation for disability due to silicosis, although vastly important, is by all means subordinate to the problem of eradication. Until methods of diagnosis are improved, it seems necessary to limit compensation to some stated amount. One way in which insurance companies can help is through a merit rating severely penalizing the assured who does not go as far as is

(CONTINUED ON PAGE 47)

## Taken by Death



EDWARD B. FINNEGAN

Edward B. Finnegan, special representative of the Glens Falls group in Chicago for the last seven years, died at St. Joseph's Hospital. He was known throughout Cook county and northern Illinois where he traveled and was active in the Cook County Field Club. He started in insurance with the Globe Indemnity at New York, later being transferred to the Chicago office. Then he was connected with the old Metropolitan Plate Glass in Chicago, joining with H. S. Slipner in the partnership of Slipner & Finnegan, managers for the Metropolitan Casualty. They built up a large plate glass business. The firm separated in 1928.



## Frowns on "Hold Harmless" Pacts

Risk Research Institute Launches Crusade to Eradicate Growing Practice

### SEES VICIOUS CIRCLE

Buyers, in Forcing Sellers to Assume Liabilities by Contract, Are Causing Confusion and Waste

The recently organized group of insurance buyers known as Risk Research Institute of New York has started a crusade against what it asserts is the growing practice of buyers exacting so-called "hold harmless" agreements from sellers. The institute has issued a pamphlet "Hold Harmless—a Vicious Circle," in which communications are printed from S. K. F. Industries of Philadelphia, from Milton Acker of the National Bureau of Casualty & Surety Underwriters, from the American Mutual Liability and Liberty Mutual.

Mr. Acker explains that these hold harmless agreements require indemnitors (sellers) to assume the liability of the indemnitees (buyers) with respect to bodily injury and property damage resulting from the operations performed by sellers including the consumption, handling or use of products or merchandise sold by the sellers, regardless of sole or partial negligence on the part of the buyers. A bodily injury may be suffered by employees of buyers, employees or sellers or outside members of the public. The imposition of such liabilities on sellers is considered to be unfair and unreasonable. A fair business policy should provide that each business organization be responsible for the conduct of its individual enterprise and assume all liabilities which may be imposed on it under the law in connection therewith, with respect to bodily injury to persons or damage to property. Such liability should not be shifted to others.

### Sees Vicious Circle

It has been correctly stated that a continuation of the practice of imposing hold harmless agreements on sellers will undoubtedly induce an extension of the practice and will result in the imposition of similar agreements on buyers by their customers. A vicious circle will be produced, the result of which is only to add unnecessary burdens on business organizations and will involve additional and unnecessary increases in insurance costs.

"Coverage for assumed liability may be provided but insurance carriers must be advised specifically with respect to each type of hold harmless agreement," Mr. Acker said. "The carrier must analyze these agreements in order to determine the extent of liability assumed and obtain complete information concerning the hazards involved. The insurance problem with respect to determination of the specific additional liabilities to be covered and the proper premium charges therefore will be made difficult and become extremely involved. Furthermore, the provisions in hold harmless agreement may be of a character which impose liabilities on sellers to an extent as to materially lessen the desirability of the entire risk from an insurance standpoint."

Many buyers have complete and adequate protection for their legal liabilities by having in force compensation and the necessary forms of liability in-

(CONTINUED ON PAGE 47)

## George D. Webb's Death Means Big Loss to Insurance

By C. M. Cartwright

The death of George D. Webb, head of Conkling, Price & Webb of Chicago at his home in Oak Park, Ill., Monday afternoon, brought to a close a career remarkable, useful and outstanding. Mr. Webb was not only a spotlight figure in insurance but he was just as conspicuous in his community. He was active in the First Methodist Church of Oak Park, he had served as trustee of its public library, was a director of the Oak Park Trust & Savings Bank, and was prominent in philanthropic and civic activities. Mr. Webb was indefatigable in his interest and labor in whatever he undertook. Aside from the work he did in business and his community, he was intensely devoted to his family. He was affected by any untoward circumstance which confronted any member. The death of one of his daughters some years ago was a severe jolt and he never referred to her but in terms of deep reverence. Some weeks ago another daughter, Mrs. Sampson Rogers, was operated on for appendicitis. Mr. Webb was poignantly concerned about her condition.

### Strenuous Activities Served as a Strain

On his winter trip to Los Angeles he desired one of his grandchildren to see the sights of California and adjacent regions and he was very earnest in his endeavors. He returned to Chicago, had strenuous duties confronting him and with the condition of his daughter preying on his mind he suffered what seemed to be a nervous breakdown, leaving his office three weeks ago. He was able to be taken home in an automobile and in a day or so suffered a slight stroke. There was a recurrence but seemingly he was recovering satisfactorily but on Monday afternoon had a third severe attack and died.

Funeral services were held from the First Methodist Church in Oak Park, Wednesday afternoon. Mr. Webb is survived by Mrs. Webb, two daughters, Mrs. Sampson Rogers, Jr., and Mrs. Thomas P. Carpenter, both of Oak Park, and John Webb, who is an office agent in Conkling, Price & Webb's office. Lew H. Webb, a brother, is a member of the firm and his son Robert is in the underwriting department of the office. A nephew, William H. Wallace, is head of the surety department of the Hartford Accident & Indemnity in Chicago. His father, the late Bert L. Wallace, was a member of the firm of Conkling, Price & Webb and was a brother of Mrs. Webb.

### Firm Was Known as a National Agency

Mr. Webb was born at Anamosa, Ia., May 9, 1866, and thus was nearing his 70th anniversary. His people moved to Oak Park 55 years ago.

The firm of Conkling, Price & Webb was nationally known largely on account of Mr. Webb's versatile personality and work with the National Association of Casualty & Surety Agents and the company organizations. Members of the firm were Benjamin H. Conkling, Fred A. Price and Mr. Webb. Mr. Price was killed in an automobile accident at Banning, Cal., last November. Mr. Conkling retired from the firm several years ago and left Monday morning on an automobile trip for Washington, D. C. Mr. Price had not been active for a number of years owing to his health and left Mr. Webb as the general in the agency.

During their day the three members of this firm made a mighty team, who worked well in harness although they were of diverse characteristics and temperament. Mr. Webb had been con-



GEORGE D. WEBB

nected with the Hartford Steam Boiler and later the American Steam Boiler in Chicago, the latter having been taken over by the American Casualty Insurance & Security Co. of Baltimore, which was familiarly known in its day as the "Baltimore Whale."

The American Casualty had an office in Chicago with the late James Warren Nye as manager. George D. Webb was taken over by the American Casualty and became office manager for Mr. Nye. Mr. Conkling and Mr. Price were agents, being the two main business getters. Thus the three subsequent partners were brought together in the same organization. Mr. Price was a great mixer, a man about town, a famous yachtsman, a Bohemian, sportsman, who liked the bright lights. Mr. Conkling was much of a family man, dignified, urbane, quiet, not much interested in outside activities. Mr. Webb was the real student of the business, a profound analyst, a man who read widely and intelligently the literature of insurance. He became an expert in casualty insurance in all its ramifications. He knew the contracts, the by-roads, the by-paths, the open ways, the danger points and he always spoke with the voice of authority. In the old American Casualty office at Chicago were Lew H. Webb, brother of George D., and the late Bert L. Wallace, both being clerks. W. G. Kress, now head of the surety department of Conkling, Price & Webb was an office boy in the American Casualty.

The Baltimore's "Great Whale" collapsed in 1893. The London Guarantee & Accident had just entered the United States the year before and es-

(CONTINUED ON PAGE 47)

## Uniform Liability Rates Are Sought in Oklahoma

OKLAHOMA CITY, May 13.—With a view toward equitable adjustment of automobile liability and property damage insurance rates, the Oklahoma Insurance Board has issued a call to 46 companies, asking for their experience in Oklahoma. The combined experience will be taken as a basis for determining the manual rate which all companies will be compelled to use without deviation, according to S. W. Philpott, board secretary.

## Rating System Is Getting Attention

Retrospective Plan Is Being Supported by Several Important National Organizations

### MAIL VOTE BEING TAKEN

Rates Committee of National Council on Compensation Insurance to Study Subject May 21

NEW YORK, May 13.—The rating of large premium workmen's compensation risks under the retrospective experience plan continues to engage the earnest attention of casualty company officials and agents the country over. Championed by member companies of the National Bureau of Casualty & Surety Underwriters, approved by Commissioner De Celles of Massachusetts for a year's trial in his state, and endorsed by the National Association of Casualty & Surety Agents and by the executive committee of the National Association of Insurance Agents, a mail vote among the state organizations composing the last named body is now in progress.

The plan formed the subject of a lively meeting of the actuarial committee of the National Council on Compensation Insurance recently, and is to be considered at a gathering of the rates committee of that organization May 21.

### Randall Gives Talk

J. W. Randall, vice-president Travelers, who has given intensive study to retrospective rating and whose company has made tests of the plan, spoke on the subject before the American Management Association at Atlantic City. Extracts from his speech appear elsewhere in these columns.

The National Bureau filed with the National Council a short time ago a proposal for adoption of a retrospective rating plan. While stock company representatives on the actuarial committee of the latter body at a meeting May 7 endorsed the suggestion, representatives of the non-stock group on the other hand were united in opposition; thus resulting in a tie vote upon the subjoined resolution.

### Goes to Rate Committee

The question now goes to the rates committee, membership on which is as follows: Aetna Life; Employers Liability; Fidelity & Casualty; Globe Indemnity; Hartford Accident & Indemnity; Maryland Casualty; Ocean Accident; Travelers; U. S. Casualty; U. S. Fidelity & G.; American Mutual Liability; Casualty Reciprocal Exchange; Employers Mutual Casualty; Employers Mutual Liability; Hardware Mutual Casualty; Interboro Mutual Indemnity; Liberty Mutual; Lumbermen's Mutual Casualty; Michigan Mutual Liability; Utica Mutual.

In the event of the rates committee's vote proving a tie, decision will rest with C. W. Hobbs, representative of the National Convention of Insurance Commissioners, whose ruling will be final.

### New Kentucky Law Effective

LOUISVILLE, May 13.—The new automobile drivers financial responsibility law becomes effective May 15. Under this law a driver who has an accident and does not settle any judgments against him cannot secure a drivers' license unless he can secure insurance or bond.

## London Lloyds Operations In Illinois Much Expanded

LIST 52 REPRESENTATIVES

All But One of Licensed Offices Placing  
Abroad Are Located in  
Chicago

A list of licensed direct representatives of London Lloyds in Illinois made public this week shows 51 outlets in the state. A cable received by another agency last week increased the number to 52. These representatives are:

In the Insurance Exchange, 175 West Jackson boulevard—Albert H. Grupe, Osborn & Lange, Moore, Case, Lyman & Hubbard, Roger M. Simpson, A. F. Shaw & Co., Schiff, Terhune & Co., Rollins-Burdick-Hunter Co., John M. Timmons, Strom, Carlson & Lauer, Stewart, Keator, Kessberger & Lederer, Starkweather-Shepley, R. M. Redmond, Robert H. Beard, Bartholomay-Darling Co., Associated Agencies, Inc., Edw. H. Walters, Wineman Brothers, Critchell, Miller, Whitney & Barbour, R. N. Crawford & Co., H. E. Cotter & Co., Childs & Wood, J. M. Hogle Agency, R. W. Hosmer & Co., R. W. Hyman & Co., Goddard & Co., L. A. Rose & Co., Homer Gwinn, P. R. Engelhard, Eliel & Loeb Co., Fred S. James & Co., Underwriters Exchange, Ltd., Eugene Polhamius, John Broderick & Son, Moses Baum.

### Representatives Are Listed

The National Stock Yards National Bank of National City, National Stock Yards, Ill.; R. L. Muckley, 435 N. Michigan Ave.; Jas. R. Montgomery, 122 S. Michigan Ave.; Miles & Miles, 209 W. Jackson Blvd.; Henry Scarborough, Jr., 33 S. Clark street; The Rockwood Co., 1 N. LaSalle street; Marsh & McLennan Agency, Inc., 164 W. Jackson Blvd.; James S. Kemper & Co., 4750 Sheridan road; Associated Underwriters, Inc., 135 S. LaSalle street; W. A. Alexander & Co., 135 S. LaSalle street; Joyce & Co., Inc., 105 W. Adams street; Gilbert & Gill, Inc., 208 S. LaSalle street; Bowes & Co., Inc., 135 S. LaSalle street; Bolton-Schiltz Company, 166 W. Jackson Blvd.; D. H. Reed, 101 Browning building, Benton, Ill.; All Service Ins. Agency, 411 S. Wells street.

Cable advice from London last week added another Chicago agency to the list, the General Insurance Agency, 176 West Adams street, accredited by the Stickland, Luck & Co. underwriting group.

### Undergoes Rapid Expansion

For the many years that London Lloyds has operated in Illinois until recently it had only a few direct representatives, most of these being large offices. The growth has been rapid, having started when the London underwriters began to get virtually a "corner" on bankers blanket bond business in Illinois.

Following that came passage of the dram shop act, imposing broad liability on proprietors of places selling liquor and also on owners of property used for such purposes, as well as on receivers and trustees handling the property.

### Liquor Liability Profitable

American companies apparently feared the potentialities under this admittedly severe law, for virtually none of them arranged to write this coverage. London Lloyds and the Equity Mutual of Kansas City entered the field early, with signal success. Actual paid loss has been virtually nil and premium volume quite large.

When the profits on liquor liability became assured, the London underwriters began to push the sale intensively, appointing a large number of offices in Chicago to swell premium volume. These offices for the most part

## Auto Liability Policy Designed to Meet Public's Needs

The new standard automobile liability policy was analyzed from the buyer's standpoint by E. W. Sawyer, assistant general counsel of the Liberty Mutual, at the American Management Association's insurance conference in Atlantic City, N. J. There is greater recognition of the principle that the insuring public must get first consideration in plans for insurance protection, he said.

Insurance eliminates risks and spreads losses, but it does not and cannot eliminate or reduce losses, said Mr. Sawyer. The cost of insured losses is the same as the cost of uninsured losses and can be reduced only by a decrease in the number or the severity of accidents. Automobile liability rates must produce premiums equal to the losses plus a reasonable expense loading. The broader the coverage of a liability policy, the greater will be the aggregate losses and consequently the higher the premium rate. Restricted coverage conversely will reduce the cost of the insurance. The breadth of the cover matters little to the carriers, so long as the rates produce a sufficient premium volume to meet the resulting losses.

### Sell Nothing But Service

Insurance companies sell nothing but service. They can provide as broad a coverage within reason as the public can afford or as narrow coverage as the public is willing to accept.

Protection should be limited to the needs of prudent and responsible person—the average automobile owner, said Mr. Sawyer. He should not be required to pay losses due to hazards which he does not create. He should be protected against hazards from which his prudence cannot protect him. The manual rules eliminate certain hazards to which a person of ordinary prudence and responsibility is not subject, while the protection of unknown or unanticipated hazards is broad.

Every restriction on coverage serves a two-fold purpose. First, it protects the carrier against the payment of losses for which it has not charged a premium, and second, it protects the

policyholder against an increase in his premium due to losses arising from hazards which he does not create.

The National Bureau of Casualty & Surety Underwriters and the American Mutual Alliance have appointed permanent committees to keep the standard policy abreast of changing conditions and changing concepts in automobile liability insurance. These committees will review periodically suggestions for changes considered desirable due to changes in standard forms, interpretation by the courts of changes in underwriting concepts.

Among the subjects which are now being considered is the extension of uses of commercial vehicles to other than those in connection with the business of the policyholder.

Some feel that the omnibus coverage should be restricted and the coverage of others should be eliminated from the basic insurance. The argument is advanced that under such a plan a policyholder who creates the additional exposure by allowing others to use his automobile should pay for the added losses. Under this plan the named assured only would be covered for the basic rate. The addition of his wife and other members of his family would require an additional premium. The theory is that the additional premium would pay for the additional exposure, and that the cost would be apportioned more equitably.

### Opposes Guest Limitation

The liability to guest occupants has contributed measurably to the cost of insurance. Mr. Sawyer feels that the optional exclusion should not be permitted although some policyholders aid guests to recover and abuse this part of insurance protection. The guest hazard is a live hazard common to all policyholders. The policy which does not cover it is inadequate to meet the needs of the buyer, said Mr. Sawyer. The remedy is through legislation, possibly by statutes imputing the negligence of the operator of the vehicle to his guests.

## Aetna Casualty Proposed Title Company Deal Is Off

NEW YORK, May 13.—Superintendent Pink has withdrawn his application to the supreme court for approval of the offer of the Aetna Casualty for the purchase of the plants of the New York Title, Lawyers Title and for the stock of the Home Title Guarantee, all of this city. When the Aetna Casualty offered \$1,376,282 for the three institutions early last March, it reserved the right to withdraw its bid unless approval was given by the 25th of that month.

The Aetna Casualty believed title concerns could be used to advantage in connection with its real estate transactions, but will now get along without them. Until sale of the title companies is effected, their affairs will be directed by the department which "will foster their successful development in every way possible."

### Ace Mutual Holds Meetings

The Ace Mutual of Des Moines, writing automobile full cover, is holding a series of sales meetings in various parts of Iowa. F. L. Long, sales promotion manager, is in charge of the meetings, assisted by C. F. Swanson, secretary, and field supervisors.

feel the inevitable loss due to accumulated liability cannot indefinitely be postponed.

## Announce Full Program for H. & A. Conference Sessions

MEET IN CHICAGO JUNE 3-5

Agency, Legal Sessions Featured—  
Huebner, Doolin, Metcalf and  
Weaver Outside Speakers

The completed program for the annual meeting of the Health & Accident Underwriters Conference, to be held at the Edgewater Beach Hotel, Chicago, June 3-5, was announced this week by Harold R. Gordon, executive secretary. The conference golf tournament will be held all day Tuesday, June 2, prior to the opening of the convention proper. The program for the business sessions follows:

### Wednesday, June 3, 10 a. m.

Address of welcome, H. A. Behrens, president Continental Casualty.  
"Thirteen Keys to Success," Ernest W. Owen, Detroit manager Sun Life of Canada.  
President's address, Clyde W. Young, president Monarch Life.  
Annual report, Harold R. Gordon, executive secretary.  
"An Investment Policy for Today and Tomorrow," David W. Gordon, investment secretary Monarch Life.  
Announcements and greetings.

### Wednesday Afternoon

Agency Management Session, Col. J. W. Blunt, vice-president and agency manager Monarch Life, presiding.  
Theme: Results from Research.  
Chairman's remarks, Colonel Blunt.  
Accident and Health Insurance Week in 1936, Harold R. Gordon, chairman.  
"The Philosophy of Customer Research," H. G. Weaver, director customers' research bureau, General Motors Corporation.  
"What Do We Know for Sure?" L. J. Doolin, head service department Life Insurance Sales Research Bureau.  
"Be Your Own Boss," a dramatic presentation.

### Thursday morning

Legal session.  
Theme: Relationship of Agent to Company.  
Chairman's remarks, Thomas Watters, Jr., general counsel, Inter-State Business Men's Accident.  
"The Agent—His Relation to His Company in the Solicitation of Business," H. N. Lukins, general counsel Washington National.  
General discussion.  
"The Agent—His Relation to His Company in the Acceptance of Premiums and Handling of Losses," J. F. Kutak, home office counsel Federal Life.  
General discussion.

### Thursday Afternoon

"Creative Conservation," Charles H. Munsell, vice-president Monarch Life.  
"We Go Investigating," Robert K. Metcalf, president International Claim Association and manager claim department Connecticut General Life.  
"Uniform Phraseology," George F. Manzelmann, vice-president North American Accident.  
Executive session, open to active members only; committee reports.

### Thursday, 7 p. m.

Annual conference banquet, C. W. Young, presiding.  
Presentation of golf and bridge prizes by Henry E. McCurry, Detroit.  
Dinner entertainment.  
Dancing in Marine dining room following dinner.

### Friday Morning

"The Economic Aspects of Accident and Health Insurance," S. S. Huebner, professor of insurance and commerce, Wharton School of Finance and Commerce, University of Pennsylvania.  
"House Organs," Dr. W. A. Granville, Washington National.  
General discussion.  
Deferred business.  
New business.  
Resolutions and memorials.  
Report of nominating committee.  
Election of officers.  
Date and place of next meeting.





Organized 1875

**ACCIDENT AND CASUALTY INSURANCE COMPANY**  
OF WINTERTHUR, SWITZERLAND  
111 JOHN STREET  
NEW YORK

*United States Branch*

*Statement January 22, 1936*

**ASSETS**

U. S. Treasury Bonds and Notes . . . . .	\$1,390,291.54
Other Bonds . . . . .	484,505.00
Stocks . . . . .	137,543.87
Accrued Interest . . . . .	16,519.07
Cash in Banks . . . . .	1,037,080.82
	<u>\$3,065,940.30</u>

*All Securities taken at Market Value January 22, 1936.*

**LIABILITIES**

Voluntary Contingency Reserve . . . . .	\$ 565,940.30
Statutory Deposit, New York . . . . .	850,000.00
Net Surplus above Deposit . . . . .	1,650,000.00
Surplus to Policy Holders . . . . .	<u>2,500,000.00</u>
	<u>\$3,065,940.30</u>

**NEAL BASSETT**

*United States Manager*

111 JOHN STREET, NEW YORK



## New York Shows Division of Casualty Premiums in 1935

In the statistical tables, issued by the New York department in advance of the full report for the year, New York stock casualty companies are shown to have had premiums in 1935 of \$146,997,722 and losses of \$66,009,220; New York mutual companies had premiums of \$35,298,344 and losses of \$16,365,544. Other state stock companies had premiums of \$335,943,688 and losses of \$145,508,666. Other state mutual companies had premiums of \$81,392,875 and losses of \$33,555,529. U. S. branches of companies of other countries had premiums \$84,857,381 and losses \$39,684,833.

## Claim Men and Engineers Meet

Field claim division managers and safety engineers of the Maryland Casualty were called into the home office for the annual group conferences. Two sessions were held each of three days with officials and department heads discussing the latest developments in the various lines. The conferences were opened with a joint session of the two groups addressed by E. J. Bond, Jr., senior vice-president.

The sessions were conducted by T. N.

Bartlett, manager claim division, and Holger Jensen, manager engineering and service bureau.

Safety engineers in the New York territory headed by N. K. Howard, were awarded the accident reduction cup for 1935 by Mr. Jensen. The cup is a personal award made by Mr. Jensen to the engineering staff achieving the highest average of accident prevention. The winner's average was 93.9.

Cleveland and Oklahoma City were tied for second place with an average of 92.7. Philadelphia, winner of the cup in 1934, took third place.

## McCord Elected President of Florida Agents at Ship Meet

(CONTINUED FROM PAGE 5)

party. General Manager W. F. Dunbar of the association was not able to make the trip.

For the first time in many years there was no National association representative present. Sidney Smith, who it was hoped would be present, was tied up in handling borderline cases following the big storm in Gainesville, Ga.

Commissioner Knott, accompanied by Tom Elmore of Jacksonville, newly appointed departmental investigator, hurried back via Tampa and left at once for Tallahassee.

About 75 percent of those in attendance returned to Tampa on the ship, the

remainder staying over in Havana and taking other routes home. Vice-president L. L. Sertel was in this group of other route takers, having transferred to the Florida for his home town, Miami.

## Organization Is Essential for Agents, Davis Argues

(CONTINUED FROM PAGE 11)

than a lack of intelligent cooperation. "By cooperation through organization, we are constantly building a platform for principles that are right and against practices that are bad."

Mr. Davis said too little attention has been paid to the parasite, the accommodation "fee agent." Most of the problems in the agency ranks can be solved by intelligent cooperation with representatives of companies which have shown in the past a disposition to work with agents. This list is growing, he said. It behooves agents to select the right companies and go along with them.

## Equity Mutual in Nebraska

The Equity Mutual Casualty of Kansas City, Bruce Dodson carrier, has been entered in Nebraska. It has made a general agency arrangement for the entire state with the Midwest Truckers Insurance Agency of Omaha.

## Over 2,000 Enroll for Home Study Course of the F. & D.

Well over 2,000 have enrolled in the home study course which has been started by the Fidelity & Deposit under the immediate supervision of O. Atkin, director of education. The course is being enthusiastically received and the booklet containing the first lesson which is on individual and schedule bonds, has been mailed to the students. Originally, the plan was to have those enrolled in the course answer questions which would accompany the lesson and send the answers to the home office for correction. However, when the enrollment became so great, this idea was abandoned and the plan has now been instituted of sending a set of model answers to those enrolled, whereby each can judge for himself.

## Pacific Board Decides to Join in the Utah Program

(CONTINUED FROM PAGE 4)

the past persons and firms engaged in the insurance business in the city, on a non-board basis, have obtained an agency for a board company in their suburban city or residence or that of one of their employees, in order that they might be in a position to place business with board companies, thus evading the regulations of the board and the two brokers' organizations as to the placing of business.

The proposed amendment to the constitution taking care of the recent recognition of the Insurance Brokers Society was also adopted.

The proposal dealing with the abolition of the special dwelling house policy was referred back to the executive committee as was also the special dwelling house form, without any recommendation.

While the Los Angeles situation came in for a generous share of the discussion, there was no action taken, the report of the executive committee containing more a recital of happenings in this regard than any specific recommendations as to its immediate solution. Discussion of the Montana situation did not develop.

The supervisory committee reported that for the first time in the past six years there was a decrease in the operating expense ratio of the board and an increase in premiums for the six months period compared with the same period of the previous year. Another encouraging sign was the increase in requests for new fire engine tests by engineers of the board, indicating the addition and replacement of apparatus in various communities. New interest is being shown in fire protection, according to reports submitted at the meeting. Re-rating of many towns was reported with most of them.

Ray Decker, Pacific Coast manager Royal-Liverpool, was elected president with R. H. Griffith, vice-president Glens Falls, as vice-president. H. F. Badger was returned to the post of secretary-manager. Members of the executive committee elected for the two year term were: R. R. Chapman, Corroon & Reynolds; C. A. Colvin, Providence Washington; R. L. Countryman, Norwich Union; Ray Ellis, Rolph, Landis & Ellis; W. A. Louis, New Zealand, and Phil Grossmayer of Portland. McClure Kelly, North America, was elected to the committee for the one-year term, with alternates as follows: A. J. Chapman, A. J. Chapman Co.; A. N. Lindsay, California-Commercial Union, and Edwin Parrish, America Fore.

George R. Jardine of Balfour, Guthrie & Co., San Francisco, won the Pacific Board trophy in the golf tournament at the annual meeting. Winners in the Calcutta pool were H. E. Oviatt, Sanborn Map; Mr. Jardine; E. C. Fox, Cravens, Dargan & Fox; E. T. King, Rathbone, King & Seely; Clifford L. King, Crum & Forster, and W. Leslie Miller, William General Agency, Los Angeles.

# It Pays-Two Ways

Activity in street and highway safety work not only benefits your townspeople but brings gratitude and good-will toward the sponsor. Be a leader in safety work for your community.

## BANKERS INDEMNITY INSURANCE COMPANY

Newark, New Jersey

Casualty Affiliate of The American Group



## WITHOUT BENEFIT OF PUBLICITY

**E**MBEZZLEMENTS usually don't get much publicity. Many are hushed up. When money or securities are stolen, there are no sirens, clanging apparatus, or newspaper stories of heroism.

Everybody hears about a fire, but few realize the disastrous proportions which embezzling has assumed. It is up to the agent or broker to show employers the hazards of employee dishonesty. Ideas and complete information to help you sell Mercantile Fidelity are available at your nearest U. S. F. & G. office.

# U.S.F.&G.

UNITED STATES FIDELITY & GUARANTY COMPANY

with which is affiliated

## F. & G. FIRE

FIDELITY & GUARANTY FIRE CORPORATION

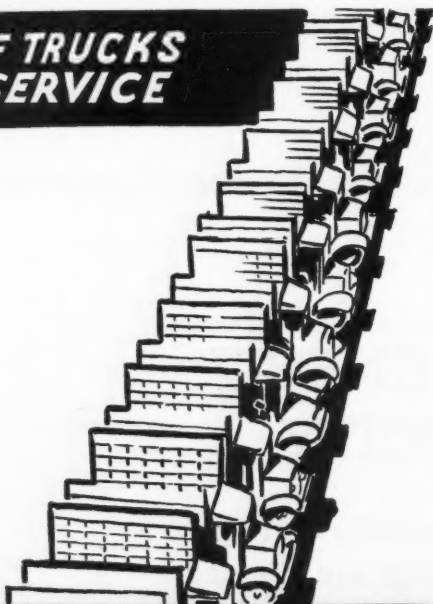
Home Offices: BALTIMORE



Originators of the Slogan:

*"Consult Your Agent or Broker as You Would Your Doctor or Lawyer"*

**A FLEET OF TRUCKS  
at YOUR SERVICE**



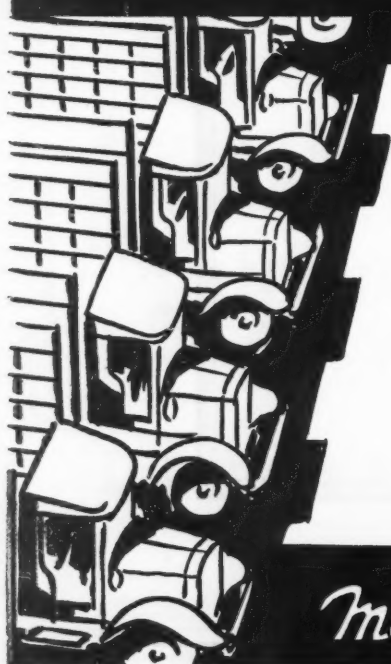
## RELIABILITY and SPEED

Modern merchandising methods require goods to be prominently displayed to obtain speedy turnover. Sales are lost when display windows are rendered useless.

Speedy plate glass replacements are essential. That's why it pays to have the American Glass with its fleet of speedy, reliable trucks, manned by experienced drivers and workmen handle your plate glass replacements.

A call will convince you!

**AMERICAN GLASS CO.**  
1030-42 N. Branch St. CHICAGO



**TELEPHONE  
MOHAWK 1100**

## WORKMEN'S COMPENSATION

### Cut on Self-Insurers Excess

**Reduced Rates Filed by National Council in Michigan for Single Accident Coverage**

LANSING, MICH., May 13.—Drastically reduced rates have been filed with the Michigan department by the National Council on Compensation Insurance for single accident excess cover for self-insurers. This variety of coverage, which constitutes virtually catastrophe insurance, is the only excess line for self-insurers countenanced in the state, as the council has never made a filing for aggregate excess, although there has been considerable demand for such coverage and some Michigan employers have obtained it from non-admitted carriers. Aggregate excess is usually written in London Lloyds. Reinsurance companies are afraid to write it because it competes with their patrons, the direct writing companies, while the latter feel it encourages self-insurance and competes with their agents.

The new rates for single accident coverage represent a slash of 33 1/3 to 40 percent from the original schedule filed with the department last October. The new schedule applies as of April 1 for all member carriers.

An exception is made to the effect that in no event shall the rate exceed 25 percent of the manual rate for full coverage, exclusive, however, of additional loading for unusual hazards. It is explained that the rates filed are the minimum for risks without special hazards.

This form of coverage is provided only on a "per accident" basis over specific limits for self-insurers duly authorized by the department of labor and industry. There are no stipulated upper limits. The coverage is, of course, direct written basis and is not construed as reinsurance.

Filing of the original rate schedule resulted in little business under this form. So far as the department has been informed coverage of this type has been provided in only about a dozen cases. It is thought possible, however, that the broad rate reduction may have an effect of stimulating business although demand for the catastrophe coverage has been much less noticeable than that for aggregate excess.

### Hearing This Week on Wind Claims in Gainesville, Ga.

GAINESVILLE, GA., May 13.—Hearing before the industrial commission on all compensation claims filed by injured employees and dependents of dead employees of the Cooper Company, pants manufacturers, whose building was destroyed in the recent tornado with heavy loss of life, is to be held tomorrow morning.

The insurance carrier is the Lumbermen's Mutual Casualty, which has employed Wheeler & Kenyon and E. Smyth Grambell as counsel. The big question is whether injuries and death caused by wind arise out of and in the course of employment under the compensation act.

### District of Columbia Rates

WASHINGTON, D. C., May 13.—A study of the revised workmen's compensation rates issued by the National Council on Compensation Insurance, effective in the District of Columbia from July 1, reveals an over-all increase of 4.4 percent, compared with the rates now in force. The general advance, it is understood, was induced wholly through the loss experience on contract-

ing risks. Manufacturing and all other classifications secured a modest rate reduction.

### Kansas Compensation Rates

The revised rates for workmen's compensation insurance in Kansas, issued by the National Council on Compensation Insurance effective April 30, present a 2.3 percent over-all increase compared with former tariffs.

### State Fund Payments

Benefits paid by the workmen's compensation fund of Pennsylvania in 1935 totaled \$12,616,521 according to A. L. Staley, director of the bureau of workmen's compensation.

### To Study Dust Hazards

The New York assembly has passed and sent to the governor the Schwartzwald bill authorizing expenditures from the vocational rehabilitation fund for the study and disseminating of information on control and prevention of diseases caused by the inhalation of harmful dust.

## Accident-Health Field News

### Greig Head of Continental Casualty Railroad Division

Walter B. Greig has been advanced to superintendent of the railroad accident and health department of the Continental Casualty. He has been with the Continental for 20 years and has a wide acquaintance among men in the railroad department. He will have as his assistants K. M. Shankland and Emil S. Sus, both veterans of that department.

Mr. Greig was born in Chicago in 1893, was educated in Waukegan, Ill., high school, Lake Forest University and the University of Wisconsin. A team mate in his school days of Bob O'Farrell, veteran major league baseball player and until last year with the Cardinals, Mr. Greig showed so much baseball ability that he was picked as a probable big leaguer, but went into business instead, starting in 1916 as an agent in a railroad ticket office. He joined the Continental the next year as stenographer to Vice-president W. H. Betts and served in that position for three years. He left to try his hand at selling in other fields, but after a year returned to the Continental as agency supervisor in the railroad department, traveling the entire country in that capacity. He became assistant to Mr. Betts in 1930.

### Minnig to Sioux City

H. L. Minnig, district manager at Bismarck, N. D., for the past year and a half, has been promoted to manager of Sioux City, Ia. by the Mutual Benefit Health & Accident and United Benefit Life of Omaha.

### Philadelphia Officers Installed

PHILADELPHIA, May 13.—The new slate of officers, headed by John F. Leibig, Continental Casualty, was inducted into office at the May meeting of the Accident & Health Club of Philadelphia. An outstanding program of addresses together with an educational course is being planned for the coming season.

Anxious to get an early start for next year's observance of National Accident & Health Week, President Leibig has selected this 1937 Accident & Health Week committee: E. A. Kenney, U. S. F.



& G., chairman; W. A. Howland, general Accident; E. S. Banks, W. G. Payne, Employers Liability; R. Whitehead, Maryland Casualty; G. Walker, United Benefit Life, and Mr. Leibig.

J. H. O'Rourke, Philadelphia insurance investigator, was to have been the speaker but was disabled by a broken leg and his appearance was deferred until fall.

### Boston Claim Men Elect

BOSTON, May 13.—The Boston Life & Accident Claim Association at its closing meeting of the year had as guest speaker R. K. Metcalf, manager claim department Connecticut General Life and president International Claim Association. Mr. Metcalf made a plea for closer cooperation between underwriters and claim departments and exchange of ideas which he maintained would furnish many leads for new business.

Harry W. Munn, Loyal Protective, was elected president; W. E. Robinson, Employers Liability, vice-president; George Bacon, Massachusetts Accident, treasurer, and John Ayers, New England Mutual Life, secretary. The executive committee includes J. S. Whittemore, Eastern Commercial Travelers; H. B. Fowler, General Accident, and H. J. Waters, Hooper-Holmes Bureau.

### R. L. Smith's Twentieth

R. L. Smith, assistant superintendent of agencies of the Travelers in charge of the life, accident and group departments for the greater New York territory, observed his 20th anniversary with the Travelers and received several floral tributes and congratulatory messages.

### North American L. & C. Meeting

At the annual meeting of the North American Life & Casualty of Minneapolis, W. E. Donley, Menomonie, Wis., was added to the board. President H. P. Skoglund reported gains in business in the various departments ranging from 30 to 70 per cent.

### Lebby Agency Going Strong

W. E. Lebby, Los Angeles, general agent Massachusetts Indemnity, has returned home after an eastern trip of several weeks. During his absence Mrs. Lebby was in charge of the agency, and March and April showed a gain of 33½ percent in new business. New written business for the first third of 1936 is 60 percent of the total for last year.

### New Little Rock Company

The Dixie Life & Accident, organized by a group of Little Rock, Ark., men to specialize in industrial insurance, will begin operations as soon as its \$100,000 capital is sold. Former Mayor Ben D. Brickhouse is chairman and G. H. Burden, general contractor, is president.

## Casualty Company Activities

### F. & D. Texas Experience

In the table showing the casualty experience by lines in Texas for 1935, the Fidelity & Deposit figures were incorrectly set out. Below is the proper exhibit for the F. & D.

	Premiums	Losses
Fidelity	\$144,719	\$ 36,774
Surety	112,492	41,523
Plate glass	1,340	901
Burglary	15,478	4,764

### Motor Vehicle Casualty's Gain

The Motor Vehicle Casualty of Chicago shows as much increase up to May 1 as it recorded all of last year. The company is writing full cover automobile insurance in Iowa, Illinois, Indiana and Ohio. For some time it has been cultivating the territory outside of Chicago and has found the business profitable. Giving all its attention to

automobile insurance, it is able to study carefully the needs of agents and assured.

### George Kraft Named Director

George Kraft of Winter Park, Fla., has been elected a director of the American Fire & Casualty of Orlando, Fla.

### Car & General Man on Visit

A. W. Hood, submanager of the Car & General of London, is in New York City, visiting the company's chief of-

ficers, Arthur Waller, United States manager and R. E. Stevens, assistant manager. The Car & General is the casualty subsidiary of the Royal Exchange, of which corporation Mr. Waller is likewise United States manager.

### Massachusetts Plate Glass Gains

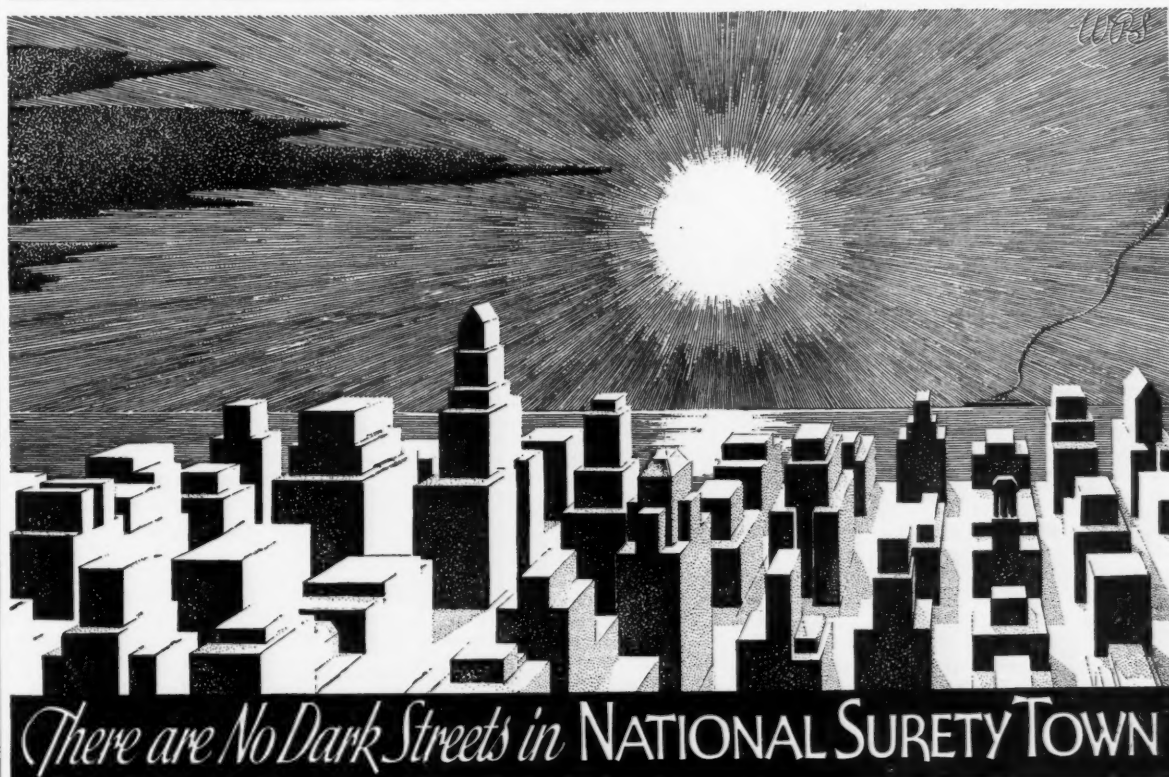
President John H. Eddy of the Massachusetts Plate Glass of Boston, who was reelected with other officers, reported at its annual meeting an increase of 43.5 percent in business for the first quarter. R. S. Hoffman, presi-

dent of the Boston Board, was elected a director.

The Pennsylvania Indemnity has been admitted to Virginia to write general casualty lines.

### Refuse Cab Companies Policies

Six Oklahoma City taxicab companies have been notified that the city will not accept liability insurance policies with the Tower Mutual as required by ordinance, since that company has had its license revoked by the state insurance board.



SCIENCE has told us much about the physical world we live in. It is man himself—the individual—who is the last frontier. Under the stress of modern life he may react in unexpected ways.

But employers and employees who live in National Surety Town, whether on Bank Street, Commerce Street or Railroad Avenue, live in the day-lit security provided, by Fidelity Bond protection. Only those with honorable records are bonded. There are no dark streets in National Surety Town.

Fidelity Bonds are a tribute to employer and employee, alike. National Surety representatives everywhere, themselves picked men, are selling Fidelity protection, plus safeguards against forgery, burglary and many other dangers.

**NATIONAL SURETY CORPORATION**  
VINCENT CULLEN, PRESIDENT  
*New York*

## Rose Is Elected President of Excess in Staff Change

REPLACE GIBBS, McLOUGHLIN

Koppang New Secretary-Treasurer; Accounts of Haines, Former Official, Being Audited

NEW YORK, May 13.—Changes in the executive staff of the Excess of America, rumored as pending for some days, occurred at a board meeting Monday when Robert N. Rose was elected president, succeeding James Gibbs resigned, and Lewis F. Koppang was chosen to replace W. D. McLoughlin, also resigned, as secretary-treasurer.

The extent of the loss sustained through manipulations of former Assistant Secretary H. S. Haines will not be known until a thorough audit of accounts now in progress is completed. He is bonded for \$25,000. The New Jersey department has been examining the company for some time and its representatives are still in the office.

### Financial Structure

The Excess is a New Jersey corporation with executive offices in this city. It began business in 1927 with \$100,000 capital and \$200,000 surplus, its reported assets at the end of 1935 were \$5,670,400, with \$750,020 capital and \$722,040 net surplus. Premium income last year was \$3,195,756.

The company has a number of treaty contracts and writes excess lines as well.

Its directors include several notably strong financial and underwriting figures.

Mr. Rose, the new chief executive, was formerly vice-president and counsel, having assumed the post March 1, when he resigned as counsel of the New York department. Following graduation from Fordham University, he practiced general law for several years, when he was appointed in the liquidation division of the department, being named counsel in December, 1933. His work with the department, Superintendent Pink said, was outstanding. Mr. Koppang was previously with the North America.

### Had Many Special Deals

The Excess has not been as much of a factor in the regular treaty reinsurance business as are other casualty reinsurance companies. It has made special deals with a good many very small companies whereunder the Excess has been assuming 100 percent of the liabilities of these concerns. Mr. Gibbs has helped organize a number of small institutions and has thus been in on the ground floor so far as reinsurance is concerned.

The Excess has had dealings with a number of companies handling long haul truck business and has specialized to some extent in that end of the business. Mr. Gibbs developed quite an excess business for self insurers and he was one of the first to arrange with brokers to sell excess covers of one kind and another over primary insurance so as to reduce the overall cost. It was largely because of the activities of the Excess in this respect that the New York department about three years ago regulated the rates for excess covers. Mr. Gibbs has always been regarded as a very resourceful operator and one who has pursued an individualistic course. He is an artist and has gained recognition for many of his paintings.

Haines has been placed under arrest, charged with having stolen between \$100,000 and \$250,000 from the Excess within the past three years. The thefts were made known to the police several weeks ago, according to Mr. Rose's statement, since which time detectives trailed Haines in an effort to learn what he did with the money. Haines, who is 35 years of age,

## Sharp Division Is Found on Retrospective Rating

Reports received so far on the referendum conducted by the National Association of Insurance Agents, in connection with the retrospective rating plan for workmen's compensation, indicate a decided division of opinion on the subject. The proposal excited especial discussion at the mid-year meeting of the National association, the majority members of its compensation committee submitting a report favoring the retrospective rating idea, while a minority report was also brought in in opposition to the plan. Reports previously published showed the Texas and Michigan state associations and the Detroit local board as being opposed to the plan, while the Kansas City local board voted in favor of it.

### INDIANA IN OPPOSITION

INDIANAPOLIS, May 13.—At a well attended meeting of the official board of the Indiana Association of Insurance Agents in Indianapolis, all officers and directors being present as well as a number of district chairmen, the majority voted against the resolution on workmen's compensation as reported by the majority of the compensation committee at the Atlanta mid-year meeting, upholding the minority report of that committee. Secretary J. W. Stickney reported the vote of the Indiana association to National association headquarters.

### INDORSED IN MINNESOTA

MINNEAPOLIS, May 13.—Indorsement of the National association committee's proposal on retrospective rating for compensation insurance was voted by the executive committee of the Minnesota Association of Insurance Agents, meeting the past week.

### APPROVED BY OKLAHOMANS

OKLAHOMA CITY, May 13.—The executive committee of the Oklahoma Association of Insurers, meeting here, voted approval of the retrospective rating plan for workmen's compensation submitted by the National association.

### OBJECTIONS POINTED OUT

LANSING, MICH., May 13.—Michigan agents are marshalling arguments against consideration of a retrospective rating plan for workmen's compensation business in this state. The state association's governing committee is already on record against the proposal. It is pointed out that the average loss ratio for compensation business written in Michigan the past six years is approximately 75 per cent, with only 1935 business showing a low enough loss experience to return a profit to the companies.

Establishment of the state rating bureau, a branch of the National Council, in October, 1934, is having a marked effect in improving experience but the agents do not believe a retrospective plan would benefit either insurer or insured, while they are convinced it would cut deeply into commissions and would greatly harm the interests of agents generally.

had been connected with the Excess for some time and was paid \$10,000 a year. He was to have been married about the time he was arrested last Saturday.

Mr. Rose announced that Haines was bonded for \$25,000 and that pending a more complete audit which will soon be completed, preliminary investigation indicates that there will be no substantial change in the surplus of the Excess due to Haines' alleged defalcation.

The Chamberlin Agency, Midland, Mich., has been incorporated by C. B. Chamberlin, J. L. Nehl and Alma L. Schroeder.

## Disbursement Will Be Made from Union Indemnity Fund

ASSETS SHOWING INCREASE

Sum of \$513,371 Will Be Paid to Creditors of the Defunct New Orleans Company

NEW ORLEANS, May 13.—A total of \$513,371 will be disbursed to individuals and firms holding claims totalling \$13,627,006 against the defunct Union Indemnity, according to a report filed in court. The disbursement will be first to approved policyholders and general claimants. According to the documents 2.35 percent will be paid the approved policyholders from the first fund, while under the second, 1.12 percent will be paid other policyholders and general claimants. A total of \$48,774 in fees to the two receivers and attorneys will be paid out of the two funds. A report filed April 15, 1935, showed assets of \$461,248, while the latest report shows an increase of \$38,330. The actual assets in receivership are shown as \$536,263. With the deduction of expenses from these two funds, there are left in the two accounts \$266,261 and \$152,623, respectively.

## Schedule of Indiana Rallies

Series of Educational Meetings Will Be Held at Different Points Throughout the State

The Association of Casualty & Surety Executives announces the schedule of Indiana meetings of the public relations campaign, following a similar series in Ohio. The cities, time of meetings and chairmen are:

May 14, Terre Haute, dinner 6:30 p. m., Omer O. Rhoades.

May 15, Evansville, 7:30 p. m., Ralph McReynolds.

May 18, Gary, noon luncheon. Fred Jannasch.

May 19, South Bend, 7:30 p. m., W. H. Bruner.

May 20, Fort Wayne, luncheon, George W. Fishing.

May 25, Anderson (place and time of meeting to be announced later). Leo R. Dunham.

These meetings are open to the public, and agents have been requested to invite policyholders as their guests. The Indiana meetings are under the general direction of Joseph G. Wood, secretary Insurance Federation of Indiana, Circle Tower, Indianapolis. They are, however, not under the immediate auspices of any state organization, but are being handled in each city by local groups interested in the movement.

The Executives Association will be represented at all of these meetings by Henry Swift Ives, special counsel. He also will be the casualty speaker on the "Insurance Day" program of the Insurance Federation of Indiana, May 22, at Indianapolis.

## Name W. E. Young Eastern Head of American States

The American States of Indianapolis announces the appointment of W. E. Young as eastern manager with office at 401 Walnut street, Philadelphia. He first started in the insurance field in 1917 in the underwriting department of a fire company, and from that time until 1930 he has acted in the capacity of special agent for some of the leading casualty companies, as well as agency manager for general agencies in Philadelphia. For the past several years he has been specializing in automobile insurance, developing eastern Pennsylvania and New Jersey agency business.

## LaGuardia Seeks Big Cut in N. Y. City Auto Rates

CONTENDS TARIFF TOO HIGH

Mayor Announces He Will Soon Summon Company Executives to Conference on the Question

NEW YORK, May 13.—As a result of the improved automobile accident record in this city following the safety campaign conducted by the police department, Mayor LaGuardia will seek a reduction in public liability and property damage rates here, he announced in the course of an address after reviewing a parade of the police department's motorized division.

Asserting that rates in New York are too high in relation to those in other large cities, the mayor said: "Within two weeks I shall invite representatives of the insurance companies to a conference to get a big reduction in rates. That will insure greater protection to accident victims. I also can fight if I don't get cooperation. I want the insurance companies to know I am on the level."

Automobile liability and property damage rates now in force here became effective Dec. 9, 1935, following approval by the department of the schedules filed by the National Bureau of Casualty & Surety Underwriters. Compared with charges of the previous year, the revised rates, Superintendent Pink pointed out at the time, would mean an annual saving of \$1,300,000 to insured.

A reduction in the number of automobile accidents does not necessarily mean a drop in loss cost, executives point out; for while there may be fewer accidents, the aggregate claim cost might increase.

Casualty people are not striving to maintain high rates, but welcome at any time conditions that warrant their reduction.

## Offer a Combination Policy

Preferred Accident Joins With Boston and Old Colony in Writing Full Cover Contract

The Preferred Accident and the Boston and Old Colony have gotten up a combination golf policy giving full coverage. In addition to personal liability and property damage, the assured is covered against loss or damage to golfing equipment from fire, lightning, windstorm, earthquake, navigation transportation, flood. It cannot be sold in New York, Kansas, Minnesota and Oregon.

The golf policy is a family policy covering the wife, unmarried sons and daughters, the premium being \$10. If protection is desired for one person only, then the premium is \$8.

## M. E. Bean Fights Back

ST. PAUL, May 13.—M. E. Bean, long the target of the Minnesota insurance department for his unlicensed operations in the state, has begun to fight back. He has filed action to recover from the insurance department papers and documents seized by department agents last fall when they raided the offices of the several Bean insurance organizations in Minneapolis.

Commissioner Frank Yetka and Attorney General Peterson are cited to appear in court May 15 to show why they should not return the Bean papers, being held by the department as evidence in cases they are bringing against him.

For the second time in a month Bean has been convicted of selling insurance in Minnesota without a license, making six convictions in all.



## Commissioners to View Vital Topics

(CONTINUED FROM PAGE 5)

filled with entertainment when it holds its annual meeting here.

George W. Wells, general chairman of the local committee on arrangements, has announced the entertainment highlights.

A dinner will be given at the Lowry Hotel June 8, by the Minnesota Association of Insurance Agents, the St. Paul Exchange and the Minneapolis Underwriters Association. There will be no speaking.

Tuesday noon all commissioners, their wives and other insurance notables will be guests at the annual luncheon of the Insurance Federation of Minnesota at the St. Paul Hotel. John A. Hartigan, former Minnesota commissioner and now with the Equitable Life of New York, will be toastmaster and the principal speaker will be Jesse S. Phillips, board chairman of the Great American Indemnity.

### Pamunkeys Hold Stag

Tuesday night the Pamunkeys will hold a stag supper and ceremonial at the Lafayette Club, Lake Minnetonka, largest lake near the Twin Cities. This affair will be preceded by a sight-seeing trip around both cities.

All day Wednesday will be given over to recreation. There will be fishing excursions to nearby lakes, golf and water sports and bridge parties for the women. The White Bear Yacht Club will be open to those who wish to spend the day there.

The climax of the entertainment will come Thursday night with a large dinner dance at the St. Paul Hotel.

### SEEK STOP IN MADISON

MADISON, WIS., May 13.—Commissioner Mortensen has issued an invitation through J. J. Magrath of the New York department, who is arranging the trip for eastern department representatives to the commissioners' convention in St. Paul, to have the delegation stop off in Madison. The eastern contingent is planning a stop at the famous Wisconsin Dells June 7, and Commissioner Mortensen suggests that the train be routed via Madison to visit the Wisconsin capital that morning and proceed to the Dells from here.

## Stricter State Supervision of Rates Is Asked by De Celles

(CONTINUED FROM PAGE 4)

Mr. De Celles. "However, in the field of competition the acquisition cost has increased by leaps and bounds, so that today it is beyond reason."

The policy of separating underwriting from investment profits was criticized by Mr. De Celles. He held that the policyholder is entitled to his share of the investment profits. "If we must continue to subscribe to the theory that banking profits are the property of the stockholders then why cannot some of the home office expense and some salaries of the officers and directors of the corporation be chargeable to that particular branch of the business?" he asked.

Mr. De Celles said that the fire rating formula is out of date and often discriminatory. "The only true way in which rates can be properly made, and in which this great business may prosper is by using the formula of actual expense plus actual experience plus reasonable profit."

### Deplores Competition

Mr. De Celles deplored the competition between stock and mutual companies, saying that price cutting is never justifiable, provided the prices are based upon actual experience and facts.

"Unfortunately the fire insurance

companies today remain as free from regulation as any industry in the nation. It is most important that this be considered, because the cost of insurance cannot be regulated until such a time as the companies are brought into a fair degree of honest regulation. Inequalities of rate exist whereby the big producer is given an advantage over the little fellow. The major obstacle to economical and efficient lowering of insurance rates comes from the failure to agree upon the proper value of experience," said Mr. De Celles.

"One of the worst abuses that we have today is the payment of excess

commissions. Whenever excess commissions are paid for a particularly lucrative piece of business the expense of that extra commission must be met somewhere. It is buried in the expense ratio of all other buyers of insurance," said Mr. De Celles. Discrimination is brought about by competition and the resultant rate cutting.

Mr. De Celles feels that the state should supervise the making of rates, but that the rate making function itself should be left in the hands of the companies. "The companies should give proper value to experience. By that I mean the reduction of what might be

called 'judgment rate' to the minimum, because the judgment rate is usually a competitive rate. These rates should be filed with the insurance department. The department would then apply the standard that all agree is a just and reasonable one. We would know whether or not in the making of the rate there has been any discrimination, and whether the proper values had been assigned to the various elements."

In explaining his stand on the rate situation, Mr. De Celles said he is interested in the maintenance of adequate and just rates, so as to maintain the solvency of companies.



## The Fullness of Your Opportunity.....

**F**ORGET the business side of selling for a moment and consider instead how much you, an established insurance man, are contributing to your community. • Picture the opportunities that are presented you for making yourself a greater force in civic activities. Recognize the chance your calling offers for gaining friends. Consider the place you have earned for yourself, through your business, in the esteem of men and women whose good will you value. • Doesn't it awaken you to a keener realization of the fullness of your opportunity as an insurance man in the community in which you live and work?



**MARYLAND** *Casualty* **COMPANY**  
**BALTIMORE**

SILLIMAN EVANS, President

## FIDELITY AND SURETY NEWS

### Indemnity Agreement Ruling

**Holds Pink as Receiver of Concord Casualty Can't Recover from Harriman Bank Liquidator**

Insurance Superintendent Pink of New York, as receiver for the Concord Casualty & Surety, has been denied recovery against the Harriman National Bank & Trust Co., also in receivership, for expenses incurred in defending a suit on a depository bond where the Harriman bank had given the Concord Casualty an indemnifying agreement. Decision was rendered by the New York appellate division, first department.

The bond was issued to guarantee the deposits of the public administrator of New York county. The Harriman bank executed three indemnity agreements.

The claim for expenses, according to the court, cannot be enforced because it accrued after commencement of the liquidation of the bank. The receiver was appointed for the bank on Oct. 18, 1933, and litigation, in the course of which Concord Casualty incurred the expenses which it now seeks to recover, was commenced after Nov. 9, 1933, the date of the public administrator's demand upon the surety. The amount was not fixed until decision of the court of appeals on April 16, 1935. The claim, therefore, was not only undetermined in amount on the date of the insolvency, but in fact did not exist at all. It is well settled that the only claims entitled to allowance in the liquidation of a national bank are those in existence on the date of insolvency.

The Iowa Hardware Mutual Casualty of Mason City, Ia., has been licensed in its home state.

### WANTED

Accident and Health Underwriter and Producer for middle western office of large casualty company. Age 30-45. Give full particulars regarding experience and qualifications.

ADDRESS D-34, NATIONAL UNDERWRITER

### COMPENSATION UNDERWRITER WANTED

Home office experience preferable. Age 25 to 35. Exceptional opportunity. Large middle-western company. State in detail education and experience.

ADDRESS D-33, NATIONAL UNDERWRITER

### WANTED

Aggressive agency in Arkansas with good classification of consistently profitable business desires casualty connection.

ADDRESS D-32, NATIONAL UNDERWRITER

**FIRMLY BEHIND  
OUR CONTRACTS**

**A Record of  
Performance**

**COMMERCIAL STANDARD  
INSURANCE COMPANY**  
FORT WORTH, TEXAS

### Chicago Outlook Encouraging

**See Likelihood of Acquisition Cost Control This Time—Much Interest in Selection of Arbitrator**

Surety managers in Chicago these days are expressing the opinion that the outlook is more encouraging than it has been in the past for reaching an agreement governing surety acquisition costs in that city.

When the project was first broached several years ago, Chicago people were skeptical. Several similar attempts had been made in the past that produced nothing but discussion and debate. However, after a group of about eight Chicago managers conferred in New York with members of the Illinois committee of the surety acquisition cost conference, they learned that the head office executives were in earnest this time. This encouraged the Chicago people to pursue the matter with more heart.

The plan now under consideration differs only slightly from that which was drafted several years ago. Much interest is taken in the selection of an arbitrator in the city. For this position a man of judicial temperament and one who is firm would be desirable.

In general, each company would be limited to only one principal office in Chicago, that to be either a general agency or branch.

#### How Plan Would Operate

Then a certain number of agencies would be designated as city agents. To these offices, a company might pay general agency commissions, but a company would not be permitted to have a contract of any kind with a city agent.

To qualify as a city agent, a producer would be required to have a definite surety department under the supervision of an expert and he must have a representative volume of surety business. A city agent would not be permitted to do business with brokers and may pay commissions only to their own office agents. A city agent would be required to file the names of his office agents, but no new office agents could be appointed after the effective date of the agreement. This would apply to office agents in the principal office as well as in the office of city agents.

All district agency appointments in Cook county would be eliminated.

### New Missouri Dealer's Form

KANSAS CITY, May 13.—The Missouri dealer's bond form has been modified to include changes recommended by surety companies to eliminate their hesitancy in executing blue sky bonds.

Upon approval of the attorney general's office, the wording "and shall properly account for all moneys or securities received from or belonging to another" have been eliminated. Surety underwriters would have refused to renew about three-fourths of the existing blue sky bonds at the end of the current year unless the wording had been removed. They claimed that the former wording virtually caused the surety

company to make an investment of \$5,000 in the business of the principal.

The attorney-general also approved a 60-day cancellation clause.

The attorney-general declined to approve a change in the wording of the limit of liability provision.

### Illinois Supreme Court Bars "O. D." Suits at Common Law

Common law suits of industrial workers to recover damages due to occupational disease were barred this week by a decision of the Illinois supreme court dismissing suit of Anton Vogel against the Johns-Manville Products Corporation. He sought judgment for \$2,950, claiming he contracted silicosis by breathing dust. The Lake county circuit court finding was affirmed. The supreme court in other cases some months ago indicated in comment in an opinion that such common law suits were untenable.

In another ruling the court reaffirmed a previous decision that sections of the old occupational disease statute—since replaced by a new law—were unconstitutional. In this case, Howard McCreery vs. Libby-Owens-Ford Glass Company, the Cook county circuit court's order dismissing the suit was affirmed.

## Casualty Field Changes

### Neavitt with Bankers Indemnity

Henry C. Neavitt has joined the Bankers Indemnity as compensation and liability underwriter in the New York City office. He is a native of Neavitt, Md. and a graduate of Baltimore Polytechnic Institute. He was for many years with the United States Fidelity & Guaranty in Baltimore, and later in New York as an inspector, rater and finally as an underwriter.

### Dorney Now Vice-President

The appointment of Duke C. Dorney, Jr., as resident vice-president in the Boston office of the Maryland Casualty is announced by President Silliman Evans.

Mr. Dorney has been with the Maryland since 1920, when he was employed in the compensation and liability department in the home office. He was later transferred to the automobile department, and in 1926 was sent to New York as manager of the automobile department. He remained there until his transfer to Boston as resident manager last September.

### Rice Now Special Agent

C. V. Rice has been appointed special agent of the Employers Liability for central and southern Illinois, with headquarters at Springfield, where he has heretofore been claim superintendent.

### Reilly Succeeds Trantvetten

T. J. Reilly has been appointed superintendent of the eastern casualty underwriting department of the Continental Casualty. He succeeds A. N. Trantvetten, who has resigned to become an

## Deny DeCelles More Power to Regulate Auto Coverage

BOSTON, May 13.—Commissioner DeCelles was turned down by the Massachusetts legislature in his efforts to secure power to regulate rates on automobile property damage, extra-territorial and guest coverage lines. House bill 815, which he introduced, was adversely reported by the insurance committee and the house accepted the report. Members of the committee were unwilling to allow the commissioner to impose uniform rates for voluntary automobile coverages on motorists and the insurance companies. The commissioner had the support of Counsel John W. Cronin of the Liberty Mutual, who had sponsored a similar bill in previous years. Representatives of the stock companies opposed the measure.

The legislature has finally rejected a measure for a referendum on continuing the compulsory automobile liability insurance act. The measure was killed by the house and then came up for reconsideration the next day, but was also lost on that attempt.

An interesting test of the strength of feeling on the compulsory act was brought out in the discussions, based on a poll made by a New Bedford newspaper. Of 465 persons voting, 386 favored repeal of the law as now in force and only 79 favored its retention. Of those for repeal, 77 expressed approval of a state fund, 60 were for the financial responsibility system in effect in other states, and 249 apparently had no substitute plan in mind and were willing to return to the situation which existed before the compulsory act went into effect.

Opposition to the referendum seemed to center about the lack of any satisfactory substitute for the compulsory act.

A legislative conference committee has advised that the senate recede from its opposition to an emergency clause in a house bill which provides 90 days' automatic coverage for automobiles under the compulsory act between the death of the owner and the appointment of "legal representatives." With the emergency clause the measure will take effect on its passage and signature by the governor.

### Eastern Safety Conference

The annual Eastern Safety Conference will be held in Asbury Park, N. J., May 20-21. Insurance men on the program include: Harold P. Jackson, president Bankers Indemnity; T. Alfred Fleming, National Board; J. J. Ricucci, Newark manager claim department Standard Surety, on "Duty of Employer in Plant Safety."

The speakers at the occupational disease session will be Dr. Henry Field Smyth who will talk on "Safe Practices in the Use of Carbon Tetrachloride and Similar Materials" and the "Urine Sulphate Test in Benzol Exposure" which will be discussed by P. W. Guerner of the Barrett Company, New York City.

underwriter in the head office of the American Mutual Liability. Mr. Reilly has been with Continental Casualty for 10 years.

Vice-president Harlow Brown of the eastern department of the Continental Casualty acted as toastmaster at a dinner for Mr. Trantvetten.

### Chicago Branch Office Moves

The American Casualty's branch office in Chicago, which for two years has been in 209 West Jackson boulevard, has moved to the Insurance Center building there. F. P. Plotke is resident manager. The change is made necessary by increased business, for the first quarter this year production being tripled. The Chicago branch has jurisdiction over Illinois, Indiana and Iowa.

Opportunities  
for Salesmen in

**48  
States**

**Income  
Insurance  
Specialists**

**• NORTH AMERICAN ACCIDENT  
INSURANCE COMPANY • 209 SO. LA SALLE STREET  
CHICAGO**



## CASUALTY PERSONALS

**Clyde B. Helm**, secretary of the Insurance Federation of Minnesota, is making a motor trip to Cambridge, Mass., to visit his son, Everett, before the latter sails for Europe. The son has been awarded a Harvard fellowship which provides a year of study in Europe and sails May 30. Mr. Helm is accompanied on his trip by Mrs. Helm. They will be back in Minneapolis in time to take part in the various insurance gatherings scheduled for St. Paul the week of June 8.

**Wesley Roe**, manager, ordinary department, Massachusetts Accident of Boston, is recovering rapidly from a serious operation performed six weeks ago. He has now returned to his home and may get back to the office before July 1. He has been with the Massachusetts Accident for 29 years. May of this year is being observed as Wesley M. Roe month by Massachusetts Accident producers.

**George B. Brownlee**, 58, treasurer of the American Credit Indemnity for the past 26 years, died in St. Louis after a brief illness. He was a native of St. Louis and practiced law there before joining the American Credit Indemnity in 1910.

**Mark I. Hall** of Belvidere, Ill., has been in business in his community for over 31 years. He has represented the Continental, North America and Travelers continuously. He is one of the outstanding farm agents in Illinois and now is chairman of the farm committee of the Illinois Association of Insurance Agents. He is regarded as an authority in his specialty. He finds there has been an improvement in the farm business due to increase in values, especially with regard to personal property, live stock and grain.

**Harold Shlensky**, president of Central Mutual, Chicago, was married to Miss Mildred Kohn of that city. Miss Kohn attended Goucher College, Baltimore, and was graduated from the University of Chicago. Mr. and Mrs. Shlensky sailed on the "Normandie" to spend their honeymoon in Europe, and will return in time to attend the Central Mutual 10th anniversary convention July 3-5 in honor of Mr. Shlensky.

**H. P. Jackson**, president of the Bankers Indemnity, speaks at Asbury Park, N. J., May 20 before the annual eastern safety conference on "The Casualty Insurance Company's Viewpoint on Accident Prevention."

**C. F. W. Jacobsen**, associate manager of the Employers Liability in Michigan with headquarters at Detroit, is given a leave of absence to last from six weeks to three months due to his health. E. C. Greer will be in charge of the department during the interim with the title of acting associate resident manager.

**R. G. Clemmer**, claim manager of the Travelers in Kansas City, recently underwent an operation. He is now recuperating at home, and expects to return to the office by June 1.

The new exhibit of the **Aetna Casualty** which contains five tests for drivers, was given recognition by the National Broadcasting Company in a half hour program in connection with the opening of the Midwest Safety Conference and the meeting of the American Association of Motor Vehicle Administrators in Chicago. The Aetna Casualty had its exhibit on hand with its new tests and the broadcast especially mentioned this exhibit. The opening speaker on that program was Lew Wallace, motor vehicle commissioner of Iowa, who was president of the American

Association of Motor Vehicle Administrators. Stanley F. Withe, advertising manager of the Aetna Casualty, was in Chicago, and got a thrill from the broadcast.

In the exhibit was the reaction time test, glare test, steering test, speed estimation test and traffic light color test.

**A. Duncan Reid**, president of the Globe Indemnity, accompanied by Mrs. Reid, is now in England to attend the 100th annual meeting of stockholders of the Liverpool & London & Globe on May 20 and the luncheon which follows the meeting. On the preceding evening he will be one of the guests of the chairman and directors at a dinner in Liverpool.

**Gustav H. Mueller**, 65, general agent Continental Casualty in Milwaukee, died there of a heart attack. He had not been active in the agency for some time due to ill health.

**B. F. McClelland**, who heads the Rockford, Ill., agency bearing his name, general agent Continental Casualty, plans a dinner and theater party for his agents to wind up a business drive in April. Several home office officials will attend.

**C. S. Carleton**, a partner in the Alabama state office with J. L. McDaniel, state manager of the Mutual Benefit Health & Accident and United Benefit Life of Omaha, died there last week. No successor has been named yet.

**Harold F. Hammond**, New York, traffic engineer of the National Bureau of Casualty & Surety Underwriters, visiting his father declared other cities in the United States are watching Omaha's remarkable record in keeping auto fatalities to only three for 1936 up to May 11.

**F. W. McIntosh**, personal service department, Monarch Life, western division, Chicago, leaves May 16 with Mrs. McIntosh for an eastern trip in the course of which they will visit Washington, Philadelphia, New York, Boston, Springfield, Mass., and their old home in Maine.

**S. H. Welsh** of the R. B. Lynch agency of the Monarch Life in Minneapolis, one of the biggest producers of that company in the middle west, was rushed to a hospital there for an emergency appendicitis operation on his return from a trip in the field. He is reported to be getting along satisfactorily.

About 75 attended the farewell dinner in Chicago for **Ogden Davidson**, formerly manager there for the Massachusetts Bonding, who is now in New York where he has assumed his new position as assistant United States manager of the Accident & Casualty of Switzerland. The dinner was under the auspices of the Surety Association of Chicago and John P. Keevers, manager Maryland Casualty, presided.

**W. H. Hansmann** of Chicago, vice-president Fidelity & Deposit, indulged in some clever banter before reaching the sentimental stage, when he presented Mr. Davidson with the Surety Association gift, a traveling bag.

**V. H. Bartholomew**, manager of the Standard Accident and president of the Casualty Managers Club of Chicago, presented a brief case to Mr. Davidson in behalf of the casualty managers. Spencer Welton, vice-president of the Massachusetts Bonding, expressed the appreciation of his company for Mr. Davidson's character and services. The guest of honor responded feelingly.

The Chicago employees of the Massachusetts Bonding presented Mr. Davidson with a desk set.

## An Acknowledgment

Our belief in honest, well-planned agent co-operation has been vindicated. Last year was the biggest we ever had—this year is even better and to those agents who worked with us we extend our grateful appreciation and thanks.

To agents who do not know us—to those who would like the facts concerning the most complete folio of new and improved policies and our agents' result-getting advertising program, we offer an unusual opportunity.

**Great Lakes Casualty Company**  
Detroit, Michigan

AMERICAN  
Re-Insurance Co.

Robert C. Ream, President

99 John Street New York

DECEMBER 31st, 1935

CAPITAL . . . . .	\$1,000,000.00
Surplus . . . . .	4,044,764.57
Voluntary Catastrophe Reserve . . . . .	500,000.00
Reserve for Losses . . . . .	3,527,772.91
All Other Liabilities . . . . .	1,407,161.92
<b>TOTAL ASSETS . . . . .</b>	<b>10,479,639.40</b>

NOTE: Securities carried at \$690,943.75 in the above statement are deposited as required by law.

## CASUALTY RE-INSURANCE

Thirty-Four Years—Through Thick and Thin

**AMERICAN CASUALTY COMPANY**  
READING, PENNSYLVANIA

● Experience gained through meeting many and varied conditions removes the always dangerous snap-judgments and vacillating practices that bring gray hair to agents' heads.

A Stock Company

Incorporated 1902

Supporting the American Agency System ever since

## UNIVERSAL CLAIMS BUREAU, INC.

—Automobile Insurance Adjusters—

Efficient, Nation-wide service available through our 500 Associates.

Our Directory of Adjusters will be mailed upon request.

1182 Market Street

San Francisco, Calif.

## CASUALTY ASSOCIATION NEWS

### Milwaukee Meeting May 20

**Strong Program of Addresses and Playlet to Be Given, in Addition to Election and Business Session**

MILWAUKEE, May 13.—The Milwaukee Board of Casualty & Surety Underwriters will hold its annual meeting the evening of May 20, with a program of addresses and a playlet, in addition to the business session. Reports will be made by President Fred J. Lewis, Secretary-treasurer Clarence A. Henkel and Manager J. G. Grundle. Three directors will be elected. Officers will be named later by the directors.

Speakers will be George Hoff of Hoff & Goetz, on "Automobile Insurance," and L. C. Hilgemann of Leedom, O'Connor & Noyes Co., president Milwaukee Board of Fire Underwriters, on "Comprehensive Coverage and Personal Property Floaters."

The playlet, "Logic in Action," designed to dramatize certain arguments in favor of stock insurance and showing how they work in an actual interview, will have its premier presentation. It was prepared by members of the public relations committee of the Western Underwriters Association. Roy L. Nicholson, Wisconsin state agent Michigan Fire & Marine, heads the cast and is in charge of the presentation.

A number of western managers and members of the staff of the Western Underwriters Association have been invited to attend.

### Bowen Reviews Department Work at Cleveland Meeting

CLEVELAND, May 13.—Superintendent R. L. Bowen reviewed the work of his department at a joint meeting of the Cleveland Association of Casualty Underwriters and the Cleveland Association of Claim Men. In addition to outlining the progress made in licensing agents and regulation of companies and policies, Mr. Bowen advised of the fake claims investigation now going on.

John Parks, vice-president of the Casualty Association, presided in the absence of John W. Barrett, president. He strongly urged that underwriters and claim men get better acquainted. He lauded Mr. Bowen as a man of outstanding ability and urged that all insurance men use their influence to keep him in office.

Officers of the Insurance Board of Cleveland sat at the speakers table as guests.

### Ohio Association Seeks Members

COLUMBUS, O., May 13.—Given an impetus by the public relations meet-

ings just held in Ohio under the auspices of the Ohio Association of Insurance Agents, the Insurance Federation of Ohio and the Ohio Association of Casualty & Surety Managers, the last named organization is seeking new members under the direction of President George F. Ainslie, Jr., and C. C. Laffer, secretary-treasurer. The association will hold no more business sessions until fall, but its annual Walpurgis party will be held June 5 at the Trees, near Columbus. Prospective members have been urged to attend the affair.

### Coast Cost Group Elects

The Southern California Fidelity & Surety Acquisition Cost Conference held its annual meeting in Los Angeles. Officers elected were: J. I. Johnson, Aetna Casualty, president; Hugo Methmann, Fireman's Fund Indemnity, vice-president; C. F. Batchelder, Indemnity of North America, secretary-treasurer. Members of the executive committee elected were: A. I. Zimmerman, American Surety; W. F. Walker, Fidelity & Deposit; M. F. Doyle, Pacific Indemnity, and H. C. Gillespie, U. S. Fidelity

& Guaranty. A. I. Zimmerman, retiring president, acted as chairman.

### Ponder Attack on Rating

DENVER, May 13.—An editorial from a New Mexico newspaper which recommended legislation to protect the people of the state from alleged unfair rate increases was the principal subject of discussion at the monthly meeting of the Mountain States Casualty & Surety Association here. The editorial claimed that recent rate increases in this state are due to arbitrary tactics of the companies. It stated that, according to state figures, the loss ratio for 1934 was only 25 percent and that for 1935 24 percent. The association will investigate these contentions.

### Discuss "Repeater" Problem

SAN ANTONIO, TEX., May 13.—The San Antonio Claim Men's Association devoted its meeting to a round table discussion of the problems connected with cases involving repeaters. Cooperation of the company men in checking on such cases through the use of the bureau was stressed. Each speaker gave a case experience, which were discussed. The problem of the unscrupulous attorney who profits by encouraging exaggerated and dishonest claims was considered.

## Insurance Buyers Have Big Parley

(CONTINUED FROM PAGE 3)

be inequitable unless provision were also made that higher rates would apply in times of investment losses and that he did not think insurance buyers would care for this. He said he was encouraged by the optimistic view expressed by Deputy Superintendent Patterson of the New York department, who is working on revision of the state's insurance laws and particularly commended his proposal that a breach of warranty to be considered a defense must be shown to have increased the probability of the risk. For example, keeping more than the permitted amount of gasoline on the premises would not free a company from liability on a windstorm loss, even though the gasoline warranty technically extended to the windstorm rider.

Prof. R. H. Blanchard of Columbia University, summing up the afternoon session on automobile insurance, said he was neither for nor against compulsory automobile insurance, but said that erroneous figures had been published in efforts to show that the Massachusetts law had increased auto deaths. He contended that a fair comparison with the rest of the country leads to the conclusion that no reasonable inference can be drawn that the Bay State law either increased or diminished fatal accidents. Gigantic claim frauds have occurred in Massachusetts, he conceded, but pointed out

that they have happened in other states as well. He agreed, however, with critics of the Massachusetts automobile rate-making system, but said he refused to take the companies' complaint of being forced to take bad risks there as seriously as he might if he were not familiar with some of the risks they accept where there is no compulsion.

### Favors Merit Rating

Professor Blanchard suggested that the English system of merit rating, whereby the second and subsequent years' premiums are diminished for no-accident records in preceding years, would remove some of the objection to the former merit plan used in this country, since the English system applies only within a given company and thereby enables an accurate check of the insured's safety record.

The program of the annual dinner was under direction of the Risk Research Institute of New York, national organization of insurance buyers. A. M. Schmidt of the Johns-Manville Co., president of the institute, was toastmaster. A. V. Miller and J. A. Robinson, first and second vice-president respectively, spoke briefly on the objectives of the institute. C. T. Hubbard, assistant secretary Automobile of Hartford, was the guest speaker.

### Defends Buyer's Position

Opening the conference of the insurance division J. Albert Robinson, vice-president of the association, championed the right of the buyer to formulate "reasonable specifications for his needs and to become critical of outmoded laws and hide bound rules which may prevent the seller from supplying exactly what he may be most willing to do, except for these hindrances."

Mr. Robinson said that those who participated in the conference last year have been censured in some quarters for directing what seemed to the critics, a vicious attack against the complexities and ambiguities of the policy form.

"From other quarters," he said, "we have been told that we would destroy confidence and disrupt the orderly and accepted conduct of the insurance business."

"Members of the insurance conference," he said, "are not destructive critics. The conference offers the privilege of buyers and suppliers, agents and brokers, to come together to share in a most important and delightful and

exciting experience, that of each giving fairly to every other."

The possibility that workmen's compensation insurance may ultimately be merged with the younger but far more gigantic social insurance schemes which have come into existence in the last two years was touched upon by John R. Blades, insurance adviser, New York City, in summing up the session on compensation insurance.

"There is more than ordinary danger that this may yet come to pass," said Mr. Blades, "because, first, unemployment insurance, old age pensions, and workmen's compensation insurance are analogous in many ways and second it is natural to suppose that the benefits which each is designed to give the workingman could be provided at less cost in combination than under separate plans. I do not contend that these are wholly valid reasons for the eventual unification of all types of social security measures, but on the other hand I believe that no one can seriously question the assertion that many a political scheme has been put over in our legislatures with less plausible arguments."

### Much Dissatisfaction Today

Another and perhaps more potent factor, said Mr. Blades, is that notwithstanding workmen's compensation is 20 years old, employers and employees are but little better satisfied with the manner in which protection is furnished than they were 10 years ago and this undercurrent of dissatisfaction is so strong and general that it may easily cause employers and employees—especially the latter—to favor a general consolidation of social insurance.

Suggesting that it might be well for those anxious to preserve the private insurance system to work for efficiency, economy and employee contentment, Mr. Blades said that perhaps the retrospective rating plan described by Vice-president J. W. Randall of the Travelers may be a step in that direction, since it rewards the employer promptly for diligence in preventing accidents and should stimulate him to greater effort in that direction.

### Doesn't Reach All Employers

"On the other hand it must be noted that the plan does not reach or aid between 60 and 70 percent of the employers who collectively pay more than 50 percent of the total compensation premiums," said Mr. Blades, pointing out that until some means are found to reduce losses of employers in this group there is little hope that basic rates—which all modification formulae must use as the point of departure—will decline substantially, while failure to make retrospective rating or some other suitable plan available to employers paying annual premiums of \$500 up to \$5,000 may alienate their good will toward the private insurance system.

Bad faith or bad judgment in estimating claim reserves might defeat the whole purpose of retrospective rating, Mr. Blades warned, saying that since claims incurred but not paid must be taken into account in arriving at adjusted cost of insurance, any intentional juggling of reserve figures either in favor of employer or carrier will obviously distort the final cost of coverage and this distortion will eventually find its way into the calculation of basic rates. The greatest danger from this course, he said, was that it will tempt companies whose affairs are in poor shape deliberately to underestimate their loss reserves in order to keep premium volume. Also, if an employer wanted to shift a shaky company to a sound one before the earned premium had been computed for the preceding year's policy, he must not only sacrifice the benefits of retrospective rating for the period the canceled policy was in force but he also faces the possibility of having the reserves set up for the previous year's incurred losses boosted by the company losing the line. This makes it important, he said, that a uniform method of estimating loss reserves be embodied in the retrospective rating plan from its start.

Mr. Blades questioned the probability that employers with a substantial ex-



## HOTEL SYRACUSE

SYRACUSE, N. Y.

Make this hotel your headquarters whenever you are in Syracuse. Insurance underwriters and their friends are always sure of a cordial welcome. Finest cuisine, exceptional service.

All Hotel Syracuse rooms have bath, circulating ice water, servidor, full length mirror and comfortable beds with inner spring mattresses. Also bedhead reading lamps.

**Rates:**

Single from	\$2.75
Double from	\$4.50
Twin from	\$5.50

FAY B. MARENESS, Manager



perience credit can further reduce their losses to the extent required to earn the minimum premium under a retrospective plan. Also, he said that from a purely theoretical standpoint the plan would throw the burden of loss control in to the employer's lap, since the present incentive for producer and carrier to keep losses down would be removed.

"Despite these apparent faults there is much to recommend the retrospective rating plan," he said. "At least it is an approach to the 'cost plus' principle in writing insurance and the value of this should not be underestimated by employers."

Comment from the floor on the retrospective rating proposal was generally favorable.

In connection with occupational disease and compensation the suggestion was made that insurance companies are extremely concerned over silicosis and that it would be well for each employer with an occupational disease hazard to take the problem up with his carrier to find out if rates and surcharges are commensurate with the risk.

Several suggestions for simplifying the vast complexity of social insurance administration were made by J. W. Myers, vice-chairman annuities and benefits committee, Standard Oil of New Jersey. Elimination of the week as the unit in computing unemployment benefits would be a step in this direction, he said. Instead, he would use as a base the last four completed quarters of a year, and unemployment wages would be a percentage of average earnings during that period. Partial compensation would be the difference between what was actually earned and what total unemployment benefits would have been. Such a system would be easier for the workman to understand and would greatly simplify the administrative expense of the states, he said, and would facilitate the use of the same set of records for reporting income tax and old age pensions as well as unemployment insurance with the eventual possibility of doing all the reporting on a single form, resulting in savings which would run into the millions.

#### Need Long Range View

Summing up the social security session, Prof. R. H. Blanchard of Columbia University said that in no department of insurance is a long-range view so necessary as in dealing with social security.

"It is here to stay whether we like it or not," he said. "The public, the legislatures, and the businesses which set the pace for other businesses have accepted it."

#### Connecticut General Has New Fliers Accident Form

The Connecticut General is issuing a private flier's accident policy which is specially designed to meet the demand for this special coverage. The policy provides indemnity for death, occurring within 90 days from date of the accident.

Limits are \$3,000 minimum and \$10,000 maximum at premium charge of \$15 per thousand, age limits 16-60. The policy does not cover professional fliers.

It includes exclusions common to aviation insurance contracts, such as that insurance does not cover air death, caused by any violation of regulation of the Bureau of Air Commerce, acrobatic flying, flying in newly constructed airplanes before testing.

The policy covers death from any accident cause in addition to an accident while doing private or transport flying. It is especially suited for life agents who desire to provide death indemnity for clients without adding substantial extra premium. The Connecticut General is being assisted by W. W. Brinckerhoff of New York, specialist in aviation insurance and treasurer Private Fliers Association, who helped to draft the coverage and prepare rates and is assisting in underwriting the aviation hazard.

#### Bond Issued to Carry Out Guarantee of Laundrymen

KANSAS CITY, May 13.—A new type of insurance has been written on a group of 12 laundry owners here, known as the Bag O' Wash Laundries. A \$25,000 bond guaranteeing that the laundries will pay customers in case of loss of, or damage to individual laundry items, or will launder in case work is unsatisfactorily done, has been issued by the Western Casualty of Fort Scott, Kan.

Laundry owners continue to carry the "cent-a-bundle" bailee insurance, which, however, protects the customer only in case the entire bundle is lost or destroyed under specified conditions, and not in the event of the loss of or damage to individual items of clothing.

The laundry owner under the present arrangement must replace a lost article or pay for a damaged one or forfeit the bond. The customer is guaranteed protection against the hazard.

The Western Casualty has bonded the Bag O' Wash Laundries, of which the Laundry Brokerage Corporation is trustee, against loss by reason of "damage caused by laundering or cleaning processes; loss of customers' goods, shrinkage of goods which carry the manufacturer's warranty against shrinkage, and fading of dyed goods which carry the manufacturer's warranty against fading." All members of the group are principals under the bond.

Claims for losses must be presented to the laundry with the certification and laundry charge ticket, together with the details of loss and itemization of claim, within a period of seven days.

The value of the bond lies chiefly in the use of it by businesses to create in the public mind assurance that advertised claims will be carried out, or to overcome an existing fear on that score.

W. J. Welsh of Mann-Barnum-Kerdolff & Welsh, placed the bond.

In this connection it will be recalled that the Liberty Mutual recently guaranteed that a certain milling company's guarantee to replace good flour with bad would be carried out.

If bonding companies wanted, there exists a field for the development of this sort of business, Mr. Welsh believes. However, the signatories should have to be sound. The nuisance cost might be very high, which is one of the general objections bonding companies have to such a bond. No company with an established prestige is going to lose it because of the nuisance claims. Another objection is that companies buy it for its advertising value. Bonding companies feel that the advertised claims of companies should be enough, but that they aren't has long been recognized in business.

Mr. Welsh thinks the nuisance objection doesn't obtain in the laundry business. The present bond merely follows through with a guarantee of what has been public practice by laundries for years.

The courts have held that laundries are not liable for goods they hold as bailee as long, of course, as they exercise due care in handling the goods, Mr. Welsh said. In spite of that, it has been a matter of trade practice with reputable laundries to provide voluntarily for such loss and damage.

#### Wilton McIntire Dies by Gas

Wilton H. McIntire, assistant branch manager of the American Surety in Denver, was found dead in his gas-filled automobile near Pueblo, Col. A piece of garden hose attached to the exhaust pipe had conveyed monoxide into the interior of the car, officers said. Denver friends believed the act was due to ill health. After working for the surety department of the Denver National Bank for six years, Mr. McIntire went to the American Surety in 1929. He had been a Denver resident since he was a child and attended school and college in the state.

# AUTOMOBILE INSURANCE

The kind of broad form coverage you like to sell

[REDUCED RATES THAT WILL GET AND HOLD BUSINESS]

## UTILITIES INSURANCE COMPANY

A STOCK HOME OFFICE COMPANY  
BROADWAY AND LOCUST ST. ST. LOUIS, MO.

Direct contracts available for conservative and successful agents in Illinois, Indiana, Iowa, Missouri, Ohio, Nebraska, Colorado, Oklahoma, and Tennessee.



## Help the Manufacturer Protect Himself

- In spite of constant laboratory tests or inspections in the factory something is likely to go wrong when the product is used. A pebble in candy, vermin in foods or structural defects in metal—these mean trouble and lawsuits against the manufacturer.
- Product Public Liability Insurance is the answer. There's a big market for alert agents and brokers who sell this protection. Write us for the full story and details of how to go after this profitable business.

## A. F. SHAW & COMPANY, INC.

Insurance Exchange

CHICAGO

WABash 1068

## Outlaws Blanket Bonds in Illinois

(CONTINUED FROM PAGE 31)

and other such blanket coverages, written by companies operating under the stock casualty act, are violative of the provisions of that act which prohibits the embracing in one policy of more than one kind of insurance."

Incidentally the attorney general's opinion referred to the fact that the act governing mutual companies had been amended so as to permit the issuance of blanket policies. The mutual companies are not a factor in the banker's blanket bond business, but it will be recalled that the bankers had a company of their own until 1929 known as the Bankers Mutual Fidelity & Casualty of Chicago. This was reinsured in the National Surety in 1929.

In his ruling, Mr. Palmer stated: "Although we are reluctant to issue this order because we appreciate the advantages of contracts of the kind under discussion, the law is so clear and specific that no discretion is warranted on the part of an administrative office."

Mr. Palmer orders the companies to discontinue the issuance of contracts or policies including more kinds of insurance than are specified in any one of the eight subsections and he requests the companies to advise the department promptly that this interpretation of the law, will be followed. The companies are asked to advise the department by name and form number the policies which heretofore have been issued and which are being discontinued.

Observers at first thought that this ruling is paving the way for the introduction of the twice rejected Illinois insurance code into the fourth special session of the Illinois legislature, the call for which will probably be issued by Governor Horner this week. Later, however, word got out that insurance would not be included in the call.

### Broad Power in Code

At the hearing last February with surety company representatives, Mr. Palmer stated that the insurance code, which he has been espousing, would give the companies the power to write blanket bonds and he said if they wanted that power they should support the code. Inasmuch as the companies previously had opposed passage of the code, they dropped the matter and told Mr. Palmer that if he were convinced they were violating the law in writing blanket bonds, to set a deadline beyond which it would be illegal to issue such contracts.

Just what the companies will do now is problematical. Some leaders favor acquiescing in Mr. Palmer's order on the theory that this would embarrass London Lloyds more than it would American companies, since Lloyds now have the majority of the banker's risks on their books. Others favor defying Mr. Palmer and permitting the issue to get into the courts on the theory that the courts would take a more liberal view of the law, particularly since the contract has been issued for years without being challenged.

Others favor sponsoring simple legislation which would give the companies power to write blanket bonds. Such a bill was introduced in January when Mr. Palmer first raised the issue. It passed the house but did not make headway in the senate due principally to Mr. Palmer's opposition. Mr. Palmer took the position that this legislation was carelessly drawn and that the code should be passed so as to modernize the laws from the ground up.

Then there is the suggestion that the coverage provided under blanket bonds be divided and embraced in separate contracts so as to give the same broad protection. There would be difficulties in this procedure, however, in tying the various policies together.

If Mr. Palmer persists in his position and prevails, the possibility is mentioned

that London Lloyds may decide to withdraw from Illinois and continue to write blanket bonds for their Illinois clients from Montreal.

Some leaders feel that the Surety companies might well do nothing at all, letting Mr. Palmer force the issue and thus shifting the problem to the Illinois Bankers Association.

Surety people in Chicago say they have obtained the impression Mr. Palmer will not attempt to force cancellation of existing bankers blanket bonds unless there is a collision between the insurance director and the companies over the insurance code. At least, so far as could be determined, no company was taking the ruling so seriously as immediately to proceed to cancel bonds on their books.

Company people report that Mr. Palmer has been non-committal when asked how the companies must treat blanket bonds that are now in force.

## Retrospective Rate Test Data Is Given

(CONTINUED FROM PAGE 31)

The effectiveness of the retrospective rating plan will be greatly limited unless inter-state application is approved, declared Mr. Randall.

The greater flexibility of the retrospective plan will enable the stock carriers to more freely underwrite large compensation risks and provide a better market for the large purchaser. It will also have a beneficial result on risks of less than \$5,000 premium, due to the fact that the stock carrier will be more receptive to the compensation business as a whole.

The Travelers made test ratings on a number of risks which amounted to \$1,885,000. If the retrospective rating plan had been applied there would have been a premium saving of \$305,000, an average reduction from the standard premium of 16 percent. Most of the risks involved in this test were located in states where it would not be permissible to use the proposed retrospective rating plan at the present time, but the test indicates the substantial premium saving which would result if the plan is ultimately approved in such states.

### Analyzed Massachusetts Data

The Travelers analyzed its Massachusetts experience 1933 and 1934. The majority of eligible risks were between \$5,000 and \$10,000 premium. The average reduction from the standard premium produced by the entire group amounted to 12.6 percent but there were individual cases where the reductions were 25 percent or over. There were only eight risks out of 31 which would have paid a higher premium under the retrospective rating plan. Mr. Randall believes that had a retrospective rating plan been in force during the years on which the test was made, the experience would have been even more favorable.

## Better Agents and Service Necessary

(CONTINUED FROM PAGE 32)

discredit to the agency system be eliminated and kept out of it. He also stressed the necessity for company-agency harmony. It is no doubt true, he stated, that companies as well as agents' associations have sometimes approached matters in the wrong way. However, it should be evident that companies have every reason to conserve and protect the interests of their agents.

"Every agent should be adequately compensated, but if he is paid a fee when no service of value is rendered, that fee

represents an unnecessary tax on the business or comes out of the pocket of the producer who is servicing the risk. It is therefore essential that we have a flexible plan of operation which can be adjusted within reason to the requirements of the buyer."

Mr. Hallowell pointed out that some insurance buyers find fault with the agency plan of operation because of the various requirements necessary in the handling of a large risk, and for this reason many non-stock and non-admitted companies are apparently doing a thriving business. "It is essential to the preservation and progress of our business that we provide the buyer with as complete, economical and straight line service as possible. It is significant that some of the more important buyers have formed an association of their own and have set up a research bureau. One of the items that will be studied is the character and cost of agency service, but we need have no fear that real agency service, properly rendered, will not withstand the acid test."

### Conference Plan Best

He stated that agents and company associations are now getting together more and more and urged the continued use of the conference plan in handling mutual problems. He also urged that more be done toward establishing sound and workable self-regulation and control, by making use of voluntary agreements and flexibility of procedure. "It is a mistake," he said, "to resort to our state legislatures for solution of problems which might better be settled within and between our own organization. Voluntary agreements are limited to our own problems, whereas the effect of laws sometimes extends far beyond their original purposes."

## Small Bank Coverage Is Being Modernized Today

(CONTINUED FROM PAGE 32)

of its coverage. Accordingly it has converted its insurance and is now carrying form No. 8 revised as primary insurance in the amount of \$25,000 and form No. 2 as excess in the amount of \$125,000. For that setup, the premium is \$2,443.

The small and medium sized banks are regarded as well protected if they carry form No. 8 revised as primary coverage in a comparatively modest amount, because the losses that are covered under form 8 revised and not under form 2 are those that are not likely to reach into the higher brackets. For instance, the loss records indicate that a medium sized bank is pretty safe when it has forgery protection in the amount of from \$15,000 to \$25,000. Likewise misplacement coverage can well be covered in a modest amount, since the record shows that only from 10 to 15 percent of losses under blanket bonds are attributed to misplacement.

### Opportunity for Salesmanship

The fidelity experts feel that the agents have a great opportunity now to approach the banks and prove that the producer can be of real service. He has a flexible coverage to offer and can tailor the coverage to the needs of the bank. Those who have studied the fidelity situation say that the salesmanship on this line has been sloppy. The agent has assumed a wise look and suggested that what the banker needs is \$50,000 insurance or \$100,000 insurance. So far as the smaller banks are concerned, the lack of facilities probably compel the producer to adopt such a general approach. Today, he can prescribe coverage of individual application after studying the actual situation of the banker, finding out about his securities, cash on hand, etc. The producer is equipped now with a double edged sword of rate reduction and modernized coverage. The first task of any broker or agent is to review his own risks and revise the coverage in the light of what is now available. He must do

this for defensive reasons before proceeding to develop new business.

A good deal of form No. 8 revised is being written minus the forgery coverage and then forgery is added through the instrumentality of bankers blanket forgery coverage or bankers limited forgery.

This arrangement is particularly good for the average small bank. The so-called bankers blanket forgery, as distinguished from the regular forgery coverage under bond 8 revised, limits the cover to any instrument directly connected with the assured bank if drawn on that bank or drawn by the bank or by depositors of the bank or accepted by depositors of the bank or endorsed by such depositors.

The regular forgery coverage under form 8 revised covers the same class of instruments no matter where they originate or what bank is concerned. This, of course, is broader forgery cover but is not needed so vitally by small banks which exercise extreme care in cashing checks for strangers.

The bankers blanket forgery covers instruments usually considered as commercial and circulate, such as checks and drafts. The bankers limited forgery covers principally savings accounts and certificates; instruments that don't circulate generally.

### Buying Burglary Coverage

It may be advantageous, depending on the individual situation, to apply the savings effected by the rate reduction to purchase burglary and robbery coverage. If this is done, the question will arise whether the burglary and robbery should be carried as concurrent with the primary coverage or as excess. If it is carried as excess, there is a discount in rate, but there is a strong possibility that the saving in the restoration premium in the event of loss where burglary and robbery is carried concurrently, will more than offset the saving in rate where burglary and robbery is carried as excess.

For instance, here is an actual illustration. A bank carried a blanket bond in the amount of \$25,000, the premium being \$3,000. This bank carried robbery insurance concurrently, in the amount of \$25,000, with a premium of \$500. Thus the bank had a total of \$50,000 robbery coverage.

### Had \$10,000 Robbery Loss

This bank had a \$10,000 robbery loss. Since the robbery insurance was written concurrently, the blanket bond paid one-half the loss or \$5,000 and the concurrent robbery insurance paid one-half or \$5,000.

The restoration premium on the blanket bond was five thousand, twenty-five thousandths or one-fifth of the \$3,000 premium or \$600, and the restoration premium on the concurrent robbery coverage was one-fifth of the \$500 premium or \$100. Thus the total restoration cost was \$700, adjusted on a pro rata basis from the anniversary date of the bond to the date of the loss.

If the blanket bond had been written as primary and the robbery as excess, the whole loss would have come out of the blanket bond and the restoration premium would have been ten thousand 25 thousandths of \$3,000 or \$1,200.

Another advantage in carrying burglary insurance in connection with either or both forms of bankers blanket bond is that the burglary policy covers damage to the premises done by burglars, whereas no form of bankers bond does this.

If the bank has adequate burglary and robbery coverage under its blanket bond, it can also carry burglary insurance covering damage only, at one-half the burglary rate. Damage by robbery can be added for 25 cents per \$1,000. Minimum premium for a policy of this type is \$7.50.

Form 8 revised is the only blanket bond that has the official approval of the American Bankers Association.

The smaller banks have been profitable risks for about a year and are expected to continue such. The 1933



moratorium cleaned up the fidelity situation, since nearly all existing shortages were discovered while the closed banks were being examined, and the banks which reopened did so with a clear slate. Following the moratorium, the flood of rural bank robberies drove the small banks into the undesirable class, which persisted until robbery of a national bank was made a federal offense. This gave the department of justice a free hand in running down bank robberies and the activities of the "G-men" have reduced bank robberies to the point where their underwriting is profitable.

Prior to the reduction in rates, many small banks carried only a No. 2 bond with a penalty of \$25,000, without retroactive restoration. What happened in many cases was that a severe robbery loss depleted or wiped out the available insurance, leaving the bank with little or no protection against other losses previously incurred, but undiscovered. In several cases, after the robbery loss was paid, shortages on the part of officers or employees were detected and the bank had no insurance against these losses.

The fact that the No. 2 bankers blanket bond reduces as to all prior losses—fidelity, transit, burglary, robbery, etc.—on payment of a loss from any cause was used by burglary departments as an argument for carrying burglary and robbery insurance and schedule fidelity bonds separately, instead of a bankers blanket bond. The new rates are expected to give the surety departments more ammunition.

## Compensation Rate Level Is Stabilized

(CONTINUED FROM PAGE 32)

humanly possible towards the prevention of this type of disease.

The steady increase in medical costs is disturbing compensation companies. More liberal provision for doctors and hospitals in New York is a good example of the trend. The companies do not object to reasonable state supervision of medical treatment, said Mr. Greene, but they do insist that they be permitted a reasonable degree of control of such treatment as an absolute essential to constructive economical handling of the compensation problem.

Mr. Greene deplored the tendency toward state control and state monopoly funds.

## Frowns on "Hold Harmless" Pacts

(CONTINUED FROM PAGE 33)

Insurance. A shifting of any portion of these liabilities to sellers will not reduce premiums buyers are required to pay under these policies but will force sellers to buy additional insurance and will result in an unnecessary and burdensome duplication of insurance protection.

If both buyers and sellers carry manufacturers and contractors liability policies, owners or contractors, protective public liability, property damage liability, products public liability and property damage and automobile, teams, and elevator insurance when necessary, each will be adequately protected and there will be no necessity for either to impose any part of their responsibilities on the other. Mr. Acker suggests that buyers might properly require sellers to furnish evidence that they are properly protected by having in force compensation and the necessary forms of liability policies.

### May Be of Little Value

Risk Research Institute points out that hold harmless agreements may be of little value. For instance, the seller's guarantee is worthless unless the seller has the financial means to see it through. Furthermore the fixing of exact liability may be delayed for months or years and by the time the buyer is

## Rescind Oklahoma Licenses of Three Mutual Carriers

OKLAHOMA CITY, May 13.—On the claim that they failed to meet legal requirements, the Oklahoma insurance board rescinded licenses of the Central Mutual Automobile of Detroit, Tower Mutual of Cincinnati and Travelers Mutual. An order was issued to the Hospital Mutual Assurance of Oklahoma City to cease writing business immediately.

The Central Mutual and Hospital Mutual were ordered to refund all premiums collected on business written since March 1. The Tower and Travelers Mutual were disqualified from writing in the state, effective immediately, pending examination of financial status.

At a meeting the board previously refused to rescind these licenses, with State Fire Marshal Theimer, an appointee of the governor, and Assistant Commissioner Petree casting the majority vote against Secretary Philpott's one vote. Then Mr. Theimer changed his vote and the revocation carried. The board's action is said to have the approval of the governor.

in a position to prove how much the seller is liable for, the seller may be out of business. There is considerable doubt respecting the validity in law of hold harmless clauses that place the indemnitor in the position of an insurer in violation of the insurance and corporation laws of practically every state, according to Risk Research Institute.

Risk Research Institute points out that premiums range from \$10 to \$150 for each extension of the seller's policy. Ultimately this expense will be added to the price of products.

### Wants Standard Form

Risk Research Institute expresses the belief that the problem should be referred to the division of simplified practice, Bureau of Standards, Washington, D. C., with a request that they endeavor to formulate a set of standard liability and insurance provisions for contracts of every description and secure the widest possible adoption of the clauses ultimately drawn.

Members and others to whom the pamphlet is sent are asked to return a postcard signifying approval of this proposal.

E. W. Sawyer of the Liberty Mutual suggests that if the use of contractual liability paragraphs on order forms must continue, that a standard paragraph be adopted. This should be confined to indemnification of the purchaser against the negligence of the seller. If a standard form can be adopted a blanket contractual liability coverage under the seller's public liability policy is practicable, he said.

### Commission Scale Increased

The Equity Mutual of Kansas City, which ever since the Illinois dramshop act became effective has been writing liquor liability coverage in that state, has increased brokerage commission from approximately 7½ percent to 15-20 percent. The announcement was made by the Dobry Insurance Agency of Chicago, exclusive representative of the Equity in Illinois.

### Revise Georgia Requirements

ATLANTA, May 13.—A new schedule of public liability insurance for buses has been ordered by the Georgia public service commission. The new requirements are: One to five passengers, \$10,000; five to seven, \$15,000; seven to 12, \$20,000; 12 to 20, \$30,000; 20 to 30, \$50,000, more than 30, \$75,000. Rates are governed by the number of permanent seats. Property damage cover requirement remains at \$5,000 with a \$50 deductible clause optional.

## BIG LOSS IN GEORGE WEBB'S DEATH

(CONTINUED FROM PAGE 33)

established its chief headquarters at Chicago with Capt. A. W. Masters as United States manager. Fred W. Lawson, who succeeded Captain Masters as manager, was connected with the office. With the failure of the American Casualty, Messrs. Webb, Conkling & Price concluded they would try to form a firm. They went to Captain Masters, had a conference with him, told him what they could do in Chicago and vicinity for his company. Captain Masters was interested in the arguments and plea of these three young men. He agreed to advance this famous triumvirate \$1,000 to establish an agency. Conkling, Price & Webb formed a partnership and became general agents of the company for Chicago and vicinity and later they were given Illinois and Indiana. It was one of the old time general agencies where great responsibility rested on people connected with it.

In those days there were developed some of the important general agencies of the London Guarantee that constituted a great organization. The most important, aside from Conkling, Price & Webb, were Fred L. Gray & Co., of Minneapolis; Landis & Brickall of San Francisco; Thomas F. Daly of Denver, and Marshall J. Smith of New Orleans. The London was influenced by these general agencies because it relied on the good faith, sound judgment, integrity and intelligence of the guiding forces. The London Guarantee people became therefore agency-minded. The firm later on took the general agency of the United States Fidelity & Guaranty for surety and when it went on a branch office basis they became general agents for the Fidelity & Deposit, Mr. Webb being a director of the latter.

### George D. Webb the Inside Man of the Agency

When the firm of Conkling, Price & Webb was under full sail, Mr. Conkling and Mr. Price were the business getters and Mr. Webb was the inside man, the underwriter, the analyst, the system man. He whipped into shape the offerings and frequently he was taken by his partners to see their customers because he could give the insurance and technical arguments. The three men fused their talents into a mighty working organization. Mr. Webb was called upon to do much re-vamping and readjusting of the business that was brought in. He had an eye for the company side as well as the agency. He took great pride in the loss record of his office from year to year. Conkling, Price & Webb never branched into any other lines of insurance except casualty and surety. This was one of the few great general agencies that did not inaugurate a fire insurance business with its allied lines. Mr. Webb was never regarded as a producing man or salesman. However, in programming the lines of his partners and later office agents and brokers, he came in contact with the clientele of the office, was able to give them sound advice and attracted more or less business because of his acquaintance and the confidence that people had in him.

### Became a Real Power in Organization Work

As time went on Mr. Webb became a great power in conferences in which his firm was directly interested at Chicago and then in the more far reaching affairs of the National Association of Casualty & Surety Agents and its relationship with companies. He took a part in politics and his counsel was sought in any movement of consequence that involved the casualty and surety people in Chicago. People had a high regard for his character and uprightness and in his desire to be fair in his judgment as to a business proposition. There were but few men in the

general agency ranks who had the extended and comprehensive knowledge of the business that Mr. Webb possessed. Thus he was able to look at an issue from all standpoints. Company men and his competitors had respect for his conclusions.

Mr. Webb had been on the conference committee of the National Association of Casualty & Surety Agents right along. He made many trips east to confer with company representatives, his own company had implicit confidence in him and in a sense he might have been regarded as the spokesman for the simon pure general agents, of which but comparatively few are left.

### Promoted a Number of Useful Movements

Mr. Webb was prominent in the casualty and surety organizations of Chicago, he was a consultant in later years. He was one of the founders of the Illinois Insurance Federation and served as its president. He was one of the organizers of the old Casualty Information Clearing House and, in fact, the budding of that work, which was later abandoned, started in his office when the late Charles W. Olson was associated with the firm. When George E. Turner was brought from Indianapolis to take charge of this activity he made his headquarters first in Conkling, Price & Webb's office.

Mr. Webb's favorite organization was the National Association of Casualty & Surety Agents, he being one of the founders. He was its third president, being elected in 1915. His most important work, however, was with the conference committee.

Mr. Webb was elected president of the Insurance Federation of America in 1925 and again in 1926. He served as treasurer of the National Council of Insurance Federations, forerunner of the Federation of America, upon its organization in 1916, becoming chairman of the executive committee the following

THE NATIONAL UNDERWRITER, in its edition of Nov. 28, 1935, in a sketch of the Conkling, Price & Webb organization, had the following comment I had the pleasure to make:

### Comment Made by The National Underwriter

"The firm of Conkling, Price & Webb has taken a lofty position in the insurance business, and especially in the casualty and surety field because of the policy that its members established at the beginning and have always maintained. They have stood for substantial insurance, for conducting business along high grade lines and evolving standards of a high order. Mr. Webb has the confidence of not only his own companies but others. There is scarcely a conference between companies and general agents but what he is present. His long years of experience, his judicial attitude and great knowledge of the business both from the administration and field standpoints have made him a valuable participant in these conferences. The firm has never been a plunger, has never worshipped strange gods, but has always fought for orthodoxy and keeping within proper bounds.

### Chief Causes of Success of the Chicago Agency

"What are the chief causes of the success of this old time general agency?"

"The combination of astute, resourceful men as partners and their dovetailing into each other in so remarkable a way certainly has been one factor. They have had a business policy, a business ideal and they have stuck to it religiously. They have not deviated from sound practice. They have been loyal to their companies, have followed their



instructions, have attempted to underwrite business themselves, have not tried to force what they knew were poor risks on their companies, have not taken into their office unorthodox companies to write substandard business or to compete with their own companies, have stood for ethical competition and in building their organization have endeavored to secure men who were capable lieutenants on whom much responsibility was placed. The firm has endeavored to build substantially and to give its customers the best possible counsel and service."

#### Will Carry on the Work

Mr. Webb built a capable organization which will carry on the work where he left off. His brother, Lew H. Webb, now head of the agency, has been connected with it since it was established. His associates are tried and experienced men.

The members of the Conkling, Price & Webb firm included George D. Webb, Lew H. Webb, A. H. Vincent, and L. W. Zonsius.

United States Manager J. M. Haines of the London Guarantee & Accident and President C. R. Miller of the Fidelity & Deposit officially represented these two companies at the funeral services. The committee from the National Association of Casualty & Surety Agents that attended consisted of President C. A. Abrahamson of Omaha; Secretary C. H. Burras of Chicago; J. W. Henry of Pittsburgh; Thomas E. Branniff of Oklahoma City, and Wade Fetzner of Chicago.

Rev. Dr. Hubbard of Cleveland, former pastor of First Methodist church of Oak Park conducted the service, assisted by Dr. George A. Fowler, pastor of the church.

Mrs. C. R. Miller accompanied President Miller to the funeral.

#### TRIBUTE BY J. M. HAINES

NEW YORK, May 13.—J. M. Haines, United States manager of the London Guarantee & Accident, which Conkling, Price & Webb have represented as general agents since the firm was established, made the following comment on Mr. Webb:

"In the passing of George D. Webb the casualty and surety business has lost another of its pioneers, men who in their own lifetime saw the business grow from practically nothing to its present gigantic proportions and who were to a large degree responsible for that growth through their resourcefulness, salesmanship and sterling integrity."

#### Recognized Sterling Qualities

"It was my privilege to have known and been associated with Mr. Webb for nearly 30 years of the half century that he spent in the business and during that time I had many opportunities to observe his breadth of vision, his fairness and his honesty of purpose whether he was dealing with his partners, his employees, the companies that he represented or his competitors. That these qualities were recognized by all was amply demonstrated by the high regard in which he was held by those who came in contact with him. He looked beyond the fortunes of his own agency and took an active part in every movement that affected the interests of the business as a whole and as a result was honored by the highest offices in such organizations as the National Association of Casualty & Surety Agents and the Insurance Federation of America."

"No conference between company officials and agents' representatives was complete without his presence to express the viewpoint of his group and as a result he was nearly as well known to the head office officials of other companies as he was to those of the companies that he represented. In attending such conferences it was always a source of great pride to me to observe the respect that was shown for his judgment and his opinions by company men and agents."

"Although Mr. Webb was well versed in all forms of insurance he was primarily a casualty and surety agent of

the old school which bred such men as W. G. Wilson, Fred L. Gray and Thomas F. Daly. The business owes much to those pioneers who specialized in what was then a strange and unfamiliar line of insurance and popularized it to the extent that today casualty and surety business is a necessity to the buyer of insurance and the principal source of income to many an agent."

"George D. Webb would have been a credit to any business and it is to the honor and glory of the insurance profession and the American agency system that to be an insurance agent was the business of his choice. In his passing the company with which I am connected has lost one of its most valuable connections, the insurance business has lost an outstanding character, the world has lost a good man and citizen and I have lost one of my best friends."

#### TRIBUTE FROM C. R. MILLER

BALTIMORE, May 13.—C. R. Miller, president Fidelity & Deposit, says: "In the death of George D. Webb, the insurance fraternity loses one of its outstanding and most influential figures. For half a century he has been prominent in the surety and casualty field and reached a standing which commanded the respect and confidence of everyone connected with both lines of the business. He was sound and conservative in his judgment and absolutely loyal to the companies he represented. Their welfare was paramount in his thoughts and he served them with an abiding faith and with an unwavering constancy throughout his long career. The insuring public looked up to him for advice and guidance in the protection of their interests and few men had as thorough and as firm a grasp of the principles underlying the casualty and surety business as George D. Webb. I have lost one of my best and warmest friends and my company one of its most conscientious and capable agents."

## Term Installment Plan Is Demanded

(CONTINUED FROM PAGE 5)

percent of funds collected from insurance companies.

The association pledged its earnest support to Superintendent Julian in his enforcement of the agency qualification law, especially in ferreting out part-time agents and unlicensed companies. Mr. Julian complained that he received only five answers to a questionnaire sent out to all members of the association seeking names of persons licensed just to write their own business or that of their company or relatives. Letters were also sent out to 244 companies and only one group acknowledged receipt, Mr. Julian said.

Visiting speakers for the convention were C. G. Hallowell, secretary of the Aetna Casualty; William Quaid, executive vice-president of the Southern Fire, and Sidney O. Smith, Gainesville, Ga., National association executive committeeman.

Mr. Hallowell in discussing "Safeguarding the future of the agency system," particularly urged agents to make surveys for their policyholders to see that they have no coverage gaps or overlapping. He said such a service would help to hold business against the cut rate companies. He declared the local agent is distinctly on the spot.

#### Quaid Analyzes Premium Dollar

Mr. Quaid dwelt largely with insurance costs, stating that out of each policyholder's dollar, 16.2 percent goes to the company, 25.4 percent to the agent, 53.7 percent returned to the policyholder and 3.3 percent is paid in taxes.

A strong case for comprehensive coverage on automobiles was made out by Mr. Smith, who stated that the automobile loss alone to citizens in his home town of Gainesville, Ga., as a result of the tornado ran into the millions. He praised the establishment of the new

Stock Fire Insurance Office as a forward looking step.

Hamilton C. Arnall, Newnan, Ga., secretary of the Southern Agents' Conference, told some of the activities of this five-state organization and announced the appointment of E. H. Moore of Birmingham as secretary. Mr. Moore, who is associated in business with his father and Charles L. Gandy, is secretary of the Alabama association.

Secretary Moore announced that the Alabama association now has 143 paid members, has wiped out all National association debts and has money in the bank. A minimum of 200 paid members was set as the goal for the next 12 months.

Social features of the convention included a banquet at the Tutwiler Hotel followed by a dance, a buffet luncheon as guests of the Bankers Fire & Marine of Birmingham, and a barbecue at the Highland Park Country Club. Attendance at the convention numbered 350 including special agents and other company representatives.

Montgomery asked the convention to meet there in 1937. Selection will be made later by the executive committee.

## AGENCY MEETING NOTES

Albert J. Brame, general agent in Montgomery, wired his regrets at his inability to attend the convention for the second time in 36 years.

The National association through Kenneth H. Blair, president, and Walter H. Bennett, counsel, sent felicitations.

A. D. Smith, Birmingham, octogenarian and dean of Alabama agents, won the attendance prize for the first day's session. L. J. Thomas, president-elect, was the second-day winner.

"Uncle Frank" Julian, Alabama's insurance superintendent, is now strong for a personal property floater. While on his way to Birmingham for the convention one leg of his breeches was burned by a cigarette.

Alabama agents learned the meaning of the initial "L." in Charles L. Gandy's name. It stands for "Loyalty."

Sylvain Baum, chairman of the executive committee, is a member of the governor's staff, so he was appropriately introduced to the convention as "Colonel Baum."

Among the visitors to the Alabama convention were Charles L. Bickelstaff, president of the Southeastern Underwriters Association, also R. B. Barnett and Harrison Hines, ex-presidents.

R. L. Gregory, Birmingham, saw that golfer agents had the privilege of the country clubs.

Headquarters were maintained by C. M. Jerome and Wallace Cowan, Atlanta general agents.

The Royal-Liverpool group entertained with W. H. Hackney, Alabama state agent Liverpool & London & Globe, and H. C. Pittot, special agent, as hosts assisted by their wives.

Louis Perez and Ralph Minnard maintained a popular rendezvous.

H. A. Young, Jr., Anniston, Ala., gave a luncheon for a small group.

E. Dana Johnson of W. H. McGee & Co. was on hand.

George Leonard and S. D. Daniell represented the National Union in a big way.

J. H. Hines of Hines Brothers, Atlanta, southern managers Crum & Foster, was accompanied by Mrs. Hines.

## Death of Birmingham Agent

BIRMINGHAM, ALA., May 13.—R. A. Brown, 68, proprietor of R. A. Brown & Co., 31-year-old fire and casualty agency in Birmingham, died Monday. He was general agent for the Maryland Casualty.

## Leonarde Keeler to Talk

The May 22 meeting of the Chicago Claim Association will be "ladies night." Prof. Leonarde Keeler, developer of the "lie detector," being the speaker. This will be the last meeting before fall.

Tipton, Mo., has been rerated by the Missouri Inspection Bureau. Formerly tenth class, it is now eighth class.

## Three Compulsory Views Given to Insurance Buyers

(CONTINUED FROM PAGE 31)

ing human slaughter by automobiles. He cited the study made by Columbia University in 1928 which shows the non-insured seldom pay automobile accident damages to cover even the expenses. In only 7 percent of the non-insured fatal cases was there sufficient recovery to equal or exceed the medical and funeral costs.

#### Not Sufficiently Analyzed

Mr. Miller said the compulsory automobile liability experience in Massachusetts has not been analyzed sufficiently to justify the contention that the law does not benefit the condition which it was intended to cure. Automobile liability insurance, designed and administered under present conditions, provides absolutely no incentive to the insured driver to be more careful to avoid accidents, said Mr. Miller. He feels that eventually a practical cure for the situation can be perfected through the application of the compulsory automobile compensation liability law principle.

## IVES AGAINST PLAN

It is easy to tell how the insurance executive views compulsory automobile insurance, he is against it, declared Mr. Ives. The disastrous results in Massachusetts were cited by Mr. Ives.

Operation of the compulsory law in Massachusetts has not reduced automobile accidents or injuries. From that angle there is no possible justification for the adoption of such a measure. The Massachusetts law has led to laxity and indifference in the enforcement of traffic laws. It has promoted gigantic claim frauds. It has injected politics into rate making, much litigation and court congestion. It has compelled companies to accept undesirable risks. The cost of automobile liability insurance has increased 30 percent in Massachusetts since the law took effect. The cost of applying the Massachusetts plan to other states would increase the cost of automobile liability insurance to \$876,000,000, approximately \$600,000,000 more than the gross cost for 1935 to those carrying automobile liability protection.

The real issue is accident prevention, elimination of unfit and financially irresponsible drivers from the road, said Mr. Ives. Ten percent of the drivers cause at least 90 percent of all accidents and it is distinctly unfair under compulsory insurance to penalize the many for the derelictions of the few, he declared.

## Rogers Succeeds Milo Reno

The Farmers Union Mutual Automobile of Des Moines which Milo Reno, prominent Iowa farm leader, headed at the time of his death, has elected C. N. Rogers, Indianola, Ia., as president. He has been its secretary-treasurer, and vice-president of the National Farmers Union. Mrs. G. P. Lindell, with the company for 14 years was named secretary-treasurer.

## Annotated Policy Report

DETROIT, May 13. — Although the special committee of the American Bar Association that has been engaged for two years in annotating the automobile liability policy has completed its work, a report on the project will not be released until the time of the convention in Boston Aug. 24, according to Howard Brown of Detroit, general counsel of the Inter-Insurance Exchange of the Detroit Motor Club, who is chairman of the committee.

The Frank H. Geesey agency, Archbold, O., has been sold to O. E. Lauder and his son, W. B. Lauder.



# Announcing a new Sales Help



A new Household Inventory has just been issued to assist agents in developing more business in Fire and Marine Insurance. This is just one of many sales and advertising helps that are available to make the job of selling easier and more profitable. It will pay you to inquire about our complete underwriting, sales and service facilities.

**THE AUTOMOBILE INSURANCE COMPANY**  
AND  
**THE STANDARD FIRE INSURANCE COMPANY**  
OF HARTFORD, CONNECTICUT  
affiliated with  
**THE AETNA LIFE INSURANCE COMPANY—THE AETNA CASUALTY AND SURETY COMPANY**



## CAN YOU DETECT THE DIFFERENCE ?

BOTH ARE  
REAL  
DIAMONDS!

One is worth \$50,000.00 and the other \$25,000.00—but both are real diamonds.

Only an expert can tell. Insurance policies too look much alike but the quality of the service and protection back of the policies varies.\*



\*The Hartford Accident and Indemnity Company {1} is entered in every state in the Union, in Canada and in the Hawaiian Islands; {2} Provides emergency service through more than 17,000 Two Hartfords representatives; {3} Writes all forms of casualty insurance and bonds; {4} Has a capital of \$3,000,000 and a surplus of \$10,000,000; {5} Maintains nation-wide claim service;

{6} Has established 24-hour claim service in most principal cities; {7} Furnishes Western Union identification service; {8} Maintains similar facilities in Canada through the Canadian National Telegraphs; {9} Has established a reputation for the prompt and satisfactory handling of claims; {10} Maintains an organization of experienced engineers and experts in loss prevention.